



THE

IPSSAN

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

VOLUME XXX, NUMBER 1

January 2018

California Capitol Report

Alert: Santa Monica ordinance bad for pools & spas

By John Norwood

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



CPSA has scored a couple important victories recently relative to California's ongoing development of additional water use restrictions as a reaction to the state's historic five year drought. The association was successful in convincing the City of Lathrop to remove a ban on filling new and existing swimming pools and spas at Stage III in their Emergency Water Shortage Contingency Plan. In addition, as a result of a meeting with the top water conservation staff at the Department of Water Resources, CPSA was successful in confirming an interpretation of the Model Water Efficient Landscape Ordinance (MWELO) that is advantageous for the industry and has the potential to ensure that most swimming pool and spa projects will not be adversely affected by application of these regulations.

is being modified at the local city level. These local ordinances, which are allowed to be stricter than the state regulation, have the potential to make it much more difficult and/or expensive to build a pool in California. This is a different issue than the water use restrictions CPSA has been responding to over the last few years. Until now we have not seen a serious example of a change by a local city ordinance that would have this affect. However, our worst fears were confirmed just last week by the City of Santa Monica.

The CPSA has been participating in a series of Landscape Stakeholder Advisory Group meetings with the California Department of Water Resources, the only pool association to do so. At the most recent meeting a presentation was given by the City of Santa Monica regarding their water neutrality effort. The goal of water neutrality is that the

Continued on page 18



Riverside chapter donates to marching band

By Howard Hill

Howard Hill is a member of the Riverside chapter.

I have been an IPSSA Member for over 16 years and I look forward to our once a month meetings. I belong to the Riverside chapter in Region 6 and have been involved as a chapter President in the past in Orange County with a large chapter. The Riverside chapter is a great group of guys who stepped up and helped me beyond my expectations when I asked.

Our chapter is small and we don't have a lot of extra money but I needed help and thought it couldn't hurt to ask. My daughter is a freshman at Riverside Poly High School and a member of the Proud Heritage Marching Band. The band is funded solely by donations and fundraisers, and each family is asked to donate \$500 per year. It doesn't seem like a lot, but an extra \$500 is a lot to ask for during the expensive summer months. So I asked my chapter if they'd be willing to donate, thinking that even \$50 or \$100 would



help my family out. I was not expecting for the members to suggest they donate \$350 towards my daughter's band, but that's what they did.

The donations helped pay for uniforms, transportation, and other costs for shows throughout the year. And thanks to the generous donation from my chapter to the Poly High Band and Colorguard Boosters (a non-profit group) along with my family's personal donation, my daughter's obligation for the

year was fulfilled.

The band had a great marching season this year, winning sweepstakes at their very first tournament, first place for band in their division at another, and taking 7th place at the Championships at the end. I and my family could not be more grateful for the generosity shown by an amazing group of my colleagues, and that has made me so proud to be a member of our group. I cannot thank them enough.

Save © The © Date

IPSSA Leadership Seminar and Banquet Weekend

February 9-10, 2018
Wyndham Anaheim Garden Grove, Garden Grove, CA



info@ipssa.com

Things to do in January

- Plan your year
- Evaluate and refine your business systems
- Take a vacation

INSIDE THIS ISSUE

- Escondido chapter deliveryPage 4
- Hey Ray!Page 7
- Recreational Water Illness tipsPage 10
- Indoor Waterpark case studyPage 15

Happy New Year
2018



DO NOT HOLD
DATED MATERIAL

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

THE IPSSAN

Official Publication of the
Independent Pool & Spa Service Association, Inc.
P.O. Box 3367, Rocklin CA 95677
(888) 360-9505 • (888) 368-0432 (FAX)
Email: info@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 November Education Corner quiz

Sometimes it happens. No one who submitted entries for the November 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 November quiz are 1. If it takes 10 gallons of acid to lower the pH of a pool from 9.0 to 8.0, how much acid will it take to lower the pH from 8.0 to 7.0? A. 10 B. 5 C. 3 D. 1, *the correct answer is d* 1. 2. ORP measures this in water: A. Sanitizer B. Oxidizers C. Reducers D. Ratio of the activities of oxidizing and reducing substances in the water, *the correct answer is d* ratio of the activities of oxidizing and reducing substances in the water. 3. pH is a value that indicates how acidic or basic a solution is. A. True B. False, *the correct*

answer is a) true. 4. OTO reagent measures only free available chlorine in water. A. True B. False, *the correct answer is b) false.*

NEED HEALTH INSURANCE?

Compare rates at
www.ipssainsurance.com

Calendar of Events

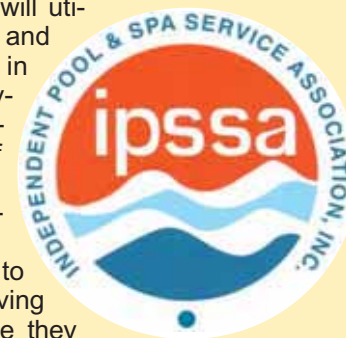
- Jan. 10** **HOTT Show**
The Phoenix Club, Anaheim, CA
www.hottshow.org
- Jan. 17-20** **Southwest Pool & Spa Show**
George R. Brown Convention Center, Houston TX
www.swpssshow.com
- Jan. 27** **Region 7 Table Top Show**
Four Points Sheraton, San Diego, CA
www.region7tabletop.com
- Feb. 1-3** **Desert Pool & Spa Show**
Phoenix Convention Center, Phoenix, AZ
www.dps-show.com
- Feb. 9-10** **IPSSA Leadership Weekend**
Wyndham Anaheim Garden Grove, Garden Grove, CA
info@ipssa.com
- Feb. 21** **Inland Empire Pool Expo**
University of Redlands Orton Hall, Redlands, CA
www.inlandempirepoolexpo.com
- Mar. 15-17** **Western Pool & Spa Show**
Long Beach Convention Center, Long Beach, CA
www.westernshow.com

WELCOME NEW MEMBERS!

REGION 3 – San Fernando Valley: Gregory Herman, Eliseo Perez... **REGION 6 – Temecula/Murrieta:** Jeff Smith... **REGION 7 – San Diego East County:** Ryan Kohl, Joe Espinoza... **San Diego Metro:** Philip Coon... **REGION 8 – East Valley:** Jesse Walker... **REGION 9 – Austin:** Weston Toth... **Clearlake:** Nathan Shuffle... **San Antonio:** Ernesto Puccio... **REGION 11 – Gold Coast:** Kimberly Brown.

IPSSA Code of Ethics

As a member of the Independent Pool and Spa Service Association, Inc., I will utilize my professional knowledge and skilled practical workmanship in providing quality customer service. To that end, it will be my responsibility to keep informed of developments in the pool and spa industry including new techniques and product applications.



My second obligation will be to the members of IPSSA by giving them any professional assistance they may need including sick route coverage. With respect to sick route coverage, I will treat sick route clientele with professionalism and respect, and will not solicit the business of a sick route client while providing sick route coverage.

My final responsibility will be to my community and its citizens. I will strive to communicate the necessity for pool safety and other issues of importance to pool and spa owners.

In these ways, I will promote the ideals and objective of the Independent Pool and Spa Service Association, Inc.

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 31 chapters, whose members all paid promptly in December before second notices were required:

- Region 1 – East Bay, East Contra Costa, El Dorado, Tracy
- Region 2 – Central Coast
- Region 3 – Diamond Bar
- Region 4 – Central Los Angeles, Westside
- Region 5 – Central Orange County, Dana Point, Mission Viejo, OCPP, Orange Coast, Orange County #9, Tustin/Irvine, Yorba Linda
- Region 6 – Menifee Valley, Palm Springs, Riverside
- Region 7 – Carlsbad, Rancho Del Mar, San Diego Metro
- Region 8 – Scottsdale
- Region 9 – Hill Country, West Houston
- Region 10 – Fremont, Mid Peninsula
- Region 11 – Gold Coast, Port Charlotte, Treasure Coast
- Region 12 – Mid Cities DFW

*** 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 **FEBRUARY 20, 2018.**

1. The APSP recommended ORP level for safe water is:
 - A. 600 to 650 mV
 - B. 650 to 750 mV
 - C. 650 to 700 mV
 - D. More than 750 mV
2. Liquid chlorine must be packaged in a container with a non-vented, leak-proof top or cap.
 - A. True
 - B. False
3. The element chlorine (Cl) is a gas.
 - A. True
 - B. False
4. The customary units used to express pool surface area is _____.
 - A. Square feet
 - B. Square yards
 - C. Cubic feet
 - D. Cubic yards

Name _____

Address _____

City _____ State _____ Zip _____

Telephone Number (____) _____

Chapter _____

Correct Answers: 1. _____ 2. _____ 3. _____ 4. _____

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

Mail Entry to:

IPSSA Quiz, P.O. Box 3367, Rocklin, CA 95677

or Fax to: (888) 368-0432

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

Easier Acid Washing Options

Use Scaletec Plus® as an acid wash pre-treatment or a non-acid, no drain safer alternative



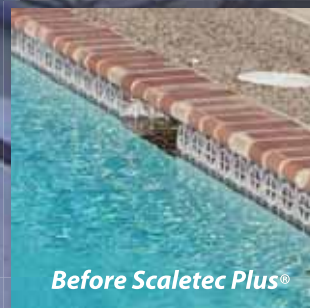
Over a million bottles sold and available at distributors nationwide

Scaletec Plus - as an acid wash pre-treatment:

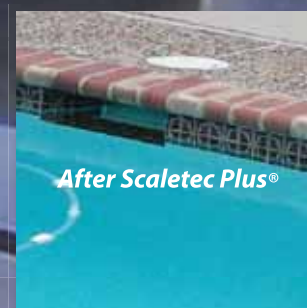
- Reduces amount of acid needed to clean pool
- May significantly reduce acid washing time
- Reaches equipment, tile and areas acids do not contact
- Provides more thorough cleaning of entire pool
- In some cases, just pressure wash surfaces to remove buildup

Scaletec Plus - as a non-acid, no drain alternative:

- Descales all surfaces, tile, piping, filter and heater
- See visible cleaning results in just 2 to 4 weeks
- No need to drain (in most cases) and refill pool
- Reaches equipment, tile and areas acids do not contact



Before Scaletec Plus®



After Scaletec Plus®

Actual untouched photos - San Antonio, TX



SCALETEC PLUS

Calcium Scale & Stain Remover

1-559-299-7660 • 1-800-289-7660

www.easycarewater.com

The Basic Training Manual errata is now available!

The errata for the **Basic Training Manual – Part 1 Water Chemistry – Revised Edition 2016** is now available in English and Spanish! You can download a copy from the IPSSA member portal or call the IPSSA Executive Office at 888-360-9505 and request a printed copy.



Brought to you by IPSSA Region 8

Desert Pool & Spa show

2018

With IPSSA: You're On Your Own, But You're Not Alone™

Our 11th Annual Show: February 1, 2, 3

- Free Classes (except the CPO Class)
- Day & Evening Classes Thursday - Saturday
- Show Exhibits Saturday 10 am - 4 pm
- Education and training from the top professionals in their field
- Discover new products & techniques
- Learn from the experts in the Pool & Spa Industry
- All indoors in a comfortable, climate control environment
- Hands on training with fellow pool service professionals
- Understand the fundamentals of pool maintenance
- Become more proficient in basic water chemistry
- Sharpen your skills in operating your pool service as a profitable business. Legal aspects, proper bookkeeping, billing to name a few.
- Last year we gave away: Apple iPad, Samsung Galaxy tablet, and a 50" HDTV. Grand Prize drawing last year was by Hayward: The Pool Cleaner, SwimClear cartridge filter, Tri-Star Variable Speed Pump.
- Not yet an IPSSA member? There is a class on Saturday just for you to answer any question you may have! Ask anyone of the members attending and they will be glad to assist you.

at the Phoenix Convention Center
www.dps-show.com
Contact Liza 602-705-9240
Scan the QR Code and it will take you to our website

Exhibits & Booths
Training Classes
Giveaway Prizes

QR Code
Facebook
Twitter

HOTT

HANDS ON TABLE TOP

SHOW

SINCE 1991

JAN. 10, 2018

THE PHOENIX CLUB

- ANAHEIM, CA • 3 PM • HOTTSHOW.ORG •
- CLASSES • 12-3 PM • HAYWARD • PENTAIR • ZODIAC

FOR MORE INFORMATION, E-MAIL
INFO.HOTTSHOW@GMAIL.COM

Escondido chapter special delivery



Escondido chapter delivers Christmas gifts to Child Life Specialists, from the ICU unit at Rady Children's Hospital, in San Diego. From left to right, Jack Harrington, President Jim Leisten, Beau Hackett, and Bruce Smith.

Central California Pool Pro Workshops

Save The Date!

February 15, 16 2018

www.poolproworkshops.com

Clovis Memorial District
808 4th St, Clovis, CA

3rd Annual

2018 Registration & Schedule

"Education and Training for Growth and Profit"

Clovis Veterans Memorial District
808 4th St, Clovis CA

Thursday, February 15, 2018

On-Site Registration*	10:00am-11:00am
Workshops	8:00am-5:30pm

*For Pentair Controls class only and includes admission to February 16th workshops

Boardroom A	Veterans A	Boardroom A
8:00am-11:00am	11:15am-2:15pm	2:30pm-5:30pm
CPR Certification*	Pentair Controls	CPR Certification*
Blue Ocean Safety	Roger Rodriguez	Blue Ocean Safety

*Space is limited, sign up early - Must be pre-registered for CPR Certification class

Friday, February 16, 2018

Event Hours	8:00am-4:30pm
On-site Registration	7:00am-1:00pm
Workshops	8:00am-1:45pm
Exhibit Hall Opens	12:00pm-4:30pm
Sponsor Trailers	All Day
Catering	All Day
Prize Drawings	1:00pm-3:30pm
Grand Prize Drawing	4:00pm

Boardroom A	Boardroom B	Freedom	Veterans B
8:00am-9:30am	8:00am-9:30am	8:00am-9:30am	8:00am-11:00am
Basic Electricity	Filters Operation & Service	Suction Side Cleaners	Pumpology
9:45am-11:15am	9:45am-11:15am	9:45am-11:15am	9:45am-11:15am
Introduction to Heaters	Zodiac Controls	Pressure Side Cleaners	Hydrology
11:30am-12:30pm	11:30am-1:00pm	11:45am-1:45pm	11:45am-1:45pm
Comparing Chlorine Products	Commercial Pool Regulations	Water Chemistry	Hayward Controls

Exhibit Hall Open From 12:00-4:30 (Liberty Ballroom)
You can register online at www.poolproworkshops.com

Natural Chemistry offers new Cleanse Weekly spa product



Natural Chemistry is pleased to announce a new product known as Cleanse Weekly as a part of its new, high-end line of spa water care. The new 'Cleanse Weekly' is a concentrated blend of naturally based enzymes and phosphate removers that reduces unwanted non-living organic contaminants such as body oils, cosmetics, sun-tan lotions, hair products and so much more! Cleanse Weekly is designed to reduce scum lines and provide crystal clear, sparkling water with less work. Cleanse Weekly works as a continuous cartridge filter cleaner and removes unwanted phosphate contamination. This product is designed to be added weekly, directly into the spa water with the filtration system.

Leslie's Is An IPSSA Platinum Member

We've Made Changes In Our Stores Just For You!



- **CONVENIENT LOCATIONS**
No one has more places to pick up products than we do
- **OPEN 7 DAYS A WEEK**
with extended hours to better serve **you**
- **WE'VE EXPANDED OUR ASSORTMENT**
and stock the items **you** need
- **COMPETITIVE PRICING FOR YOU**
- **TIME IS MONEY – STOP IN & SAVE!**
We're committed to getting you in and out of our stores fast with what **you** need

Become a "Preferred Account" today!

We offer a "Preferred Referral Program" if you're looking to grow your business

\$20 OFF*
CAL-HYPO, 100 lbs



POWER POWDER PRO GRANULAR 70
14209 | NO LIMIT



0011501759500001028

*Offer expires 02/28/18. Store Personnel scan barcode to process offers. Limits and restrictions apply. We reserve the right to correct typographical errors.
©2018 Leslie's Poolmart, Inc.

FLOATERS
Buy 1 Get 1
FREE*



APOLLO FLOATING CHLORINATOR
16221 | LIMIT 5 FREE



0011501759500001028

*Offer expires 02/28/18. Store Personnel scan barcode to process offers. Not valid on previously purchased merchandise. We reserve the right to correct typographical errors.
©2018 Leslie's Poolmart, Inc.

LESLIE'S Your Friend in the Neighborhood

For more information email: jmanno@lesl.com | Store Locations Near You Visit: lesliespool.com



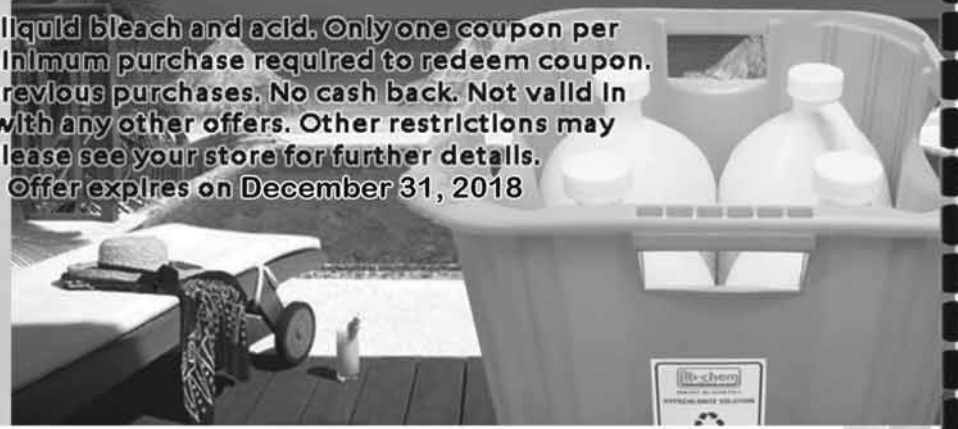
Stop asking yourself WHY and try Ab-Chem Chlor.



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, 2018



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@abcanaindustries.com



COME SEE US!

FEBRUARY 2018 SHOW DETAILS

- NPC Annual Conference in San Diego on February 9th
- Central CA Pool Professionals Workshop in Fresno on February 16th
- Inland Empire Pool Expo in Redlands on February 21st

PEP BRANCHES

CALIFORNIA LOCATIONS

ANAHEIM 714-738-9038	BAKERSFIELD 661-679-1193	CATHEDRAL CITY 760-202-9075	CORONA 951-479-4670	DUARTE 626-359-1918	EL CAJON 619-562-0313	INDIO 760-776-1366	LIVERMORE 925-449-4259
LONG BEACH 562-333-4989	LOS ANGELES 310-945-4601	MURRIETA 951-600-7180	ONTARIO 909-969-2260	OXNARD 805-288-5226	PALM DESERT 760-601-3400	PALM SPRINGS 760-969-7378	RIVERSIDE 951-653-1490
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		

TEXAS LOCATIONS

AUSTIN 512-707-0109	HOUSTON 281-568-1113
N. AUSTIN 512-251-0400	SAN ANTONIO 210-479-0032

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:

I left IPSSA to join another association a few years ago and I purchased insurance for my corporation through that group. I was recently served with a lawsuit from a former customer who is a lawyer. He says I gave him wrong information when I told him that his skimmer was leaking. Based on that advice he hired a contractor to replace the skimmer but the pool is still losing water. He is suing me for the cost of the skimmer replacement, as well as fraud and many other things. The lawsuit says he wants \$250,000. I submitted this to my new insurance company, but they denied the claim and tell me that I have no coverage for this type of situation. What do I do now?

Answer:

It sounds like your customer is basing his lawsuit on the incorrect information you provided when you told him to replace the skimmer. You would need professional liability insurance for this type of claim, which your current association doesn't provide. Professional liability insurance is usually written as a separate policy, with an annual premium beginning around \$1500. IPSSA members, however, have limited professional liability coverage as a part of the IPSSA group insurance program. It provides up to \$50,000 for damages, in addition to legal defense coverage to respond to lawsuits like this. No other pool service association includes this kind of coverage.

You should hire an attorney at

once to formally respond to the lawsuit. Failure to do so in a timely manner could result in a default judgment, which is the same as you losing the case. Your legal fees in this matter could be very substantial but unfortunately you don't have many options at this time. Non-lawyers are not allowed to represent corporations in California, so you will not be able to appear in court on behalf of your business.

Policy on IPSSA mailing list

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

COMMERCIAL TRUCK INSURANCE

Now Available to CA, TX & FL
IPSSA Members.

CALL US FOR A PREMIUM QUOTE

Arrow Insurance Service



arrow insurance service

(800) 833-3433

DOI License No. 0510559

Swimming Pool Insurance Specialists Since 1982

County Leak Services



A division of The Pool Center Inc.
Contractors License 736686

"The Leak Detective"

- 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



IPSSA Region #7
Carlsbad, Del Mar, Escondido,
North County Coastal,
East County, Metro, San Diego



28th Annual Region 7 Table Top Show

Saturday, January 27, 2018 9:00 am – 4:00 pm
EXHIBITS OPEN 1:00PM– 4:00PM

Meet all the major Pool & Spa Manufacturers, suppliers, builders, remodelers and many other specialists. Learn about NEW products and how they work.

OPEN TO EVERYONE IN THE POOL, SPA AND RELATED INDUSTRIES
UPA, APSP, ASAPP, SPPA & ALL INDEPENDENTS WELCOME

ALL SEMINARS & EXHIBITS FREE

Seminar Schedule

THEATER	ROOM I	ROOM II
<p>9:00 - 10:50 How to Miraculously Improve Your Business David Hawes</p>	<p>9:00 - 10:50 Introduction to VSF Pumps Pentair</p>	<p>9:00 - 10:50 What You Need To Know As a New Service Tech Peter Haverlation</p>
<p>11:00 - 12:50 New Research Findings On Plaster Problems on Balance</p>	<p>11:00 - 12:50 What You Need To Know To Size Pumps & VS OMNI Hayward</p>	<p>11:30 - 12:50 JXI Heaters & Basic Automation Zodiac Pool Systems</p>
<p>1:00 - 2:00 Q & A With on Balance</p>	<p>1:00 - 2:00 Salt: Why & How Hayward</p>	<p>1:00 - 2:00 PVC Plumbing Hands On Display James Henry</p>

GIANT RAFFLE

Bring money to purchase raffle tickets. OVER \$10,000 IN PRIZES
The Peat Burke Ginormous Collection of Antique Pool Equipment on Display

LOCATION:
Four Points Sheraton
8110 Aero Drive
San Diego, California 92123
(858) 277-8888



Donations

IPSSA Region 7 Trade Account
7564 Seneca Place
La Mesa, CA 91942

Visit Our Web Site at
www.region7tabletop.com

Questions/Concerns call:

Jon McArthur, Chairperson
(619) 672-3760
Email: info@region7tabletop.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. If not, or if you want to change your beneficiary, you can download the form from the Members Portal page of www.ipssa.com.

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

From the Makers of the Red Baron



New!

FENIX

Fast & Easy Replacement Parts!

★★★★★
DURABILITY BY DESIGN
Since 1961
★★★★★



PURITY POOL
www.puritypool.com



MADE IN THE USA

IPSSA members eligible for 35% rebate on online education at www.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
- Department 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.

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

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

Stop worrying about problem pools!

INSTANT FROG® uses minerals to kill bacteria to free up chlorine to attack algae.

LEARN MORE AT FrogProducts.com

Sits in the skimmer basket providing cleaner, clearer water for a full 6 months!



ZODIAC ACADEMY®
TECHNICAL TRAINING



**NEXT
 LEVEL
 TRAINING**



**IN-PERSON
 NEW WORKSHOPS**

Now offering 80+ hands-on workshops for all levels—Intro, Intermediate, Advanced and Heritage classes. From the basics to expert-only training, get the detailed in-person training the job requires.



**ONLINE
 HONE YOUR SKILLS 24/7**

We put the most robust online training tools at your fingertips, whenever, wherever you need them. Further your tech know-how with 30+ online courses, 200+ technical videos, and live monthly webinars.

Check Us Out at
ZodiacAcademy.com/GetTrained

ZODIAC® FAMILY OF BRANDS | **Heritage of Excellence**

©2017 Zodiac Pool Systems, Inc. All rights reserved ZODIAC® is a registered trademark of Zodiac International, S.A.S.U., used under license. All other trademarks used herein are the property of their respective owners. AD7021.2



Recreational Water Illness tips for the service pros

By Terry Arko

Terry Arko has more than 30 years of experience in the swimming pool and spa industry, working in service, repair, retail sales, chemical manufacturing, customer service, sales and product development. A certified pool operator (CPO) and CPO Instructor through the National Swimming

Pool Foundation (NSPF), he is currently a Water Specialist for NC Brands and can be reached at terry@ncbrands.com.

Recreational Water Illness is spread in swimming pools, wading pools, spray parks and water-parks when water is contaminated with fecal waste from swimmers. The biggest culprit in most



release in a pool there are steps recommended by CDC and adopted by health departments to deal with the situation. If this is a public or semi-public pool always check with your local health department for the proper recommended procedure. CDC steps include:

- All swimmers out of the pool
- Raise chlorine level to 20 ppm
- Maintain pH at 7.5
- Water temp of 77 degrees or higher

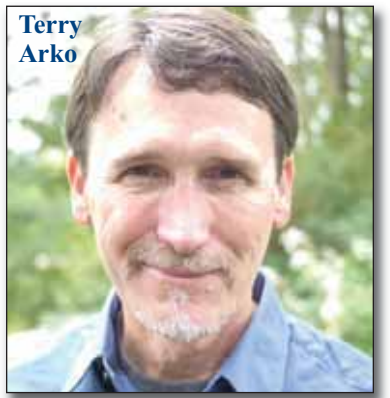
The chlorine and pH should remain at these levels for at least 12.75 hours.

After the 12.75 hours filter should be thoroughly cleaned.

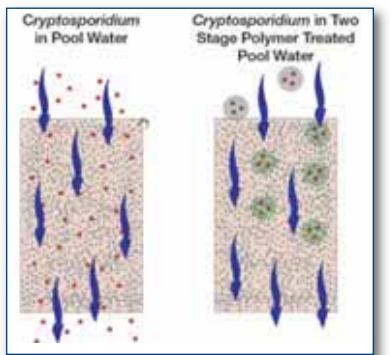
For pools with cyanuric acid stabilizer present see the link from CDC (Centers for Disease Control) as follows; <https://www.cdc.gov/healthywater/swimming/pdf/diarrheal-incident-guidelines-when-chlorine-stabilizer-is-in-the-water.pdf>

What products should be recommended?

Other measures for the prevention of crypto include the use of



UV, ozone and enhanced filtration. Bringing up the costs of options to prevent RWI's sometimes leads to sticker shock. The cost of Ozone,



UV and Regenerative Filters is sometimes not realistic for smaller facilities on tight budgets. A more cost effective method to enhance filtration for removal of crypto from the pool water is the use of a dual polymer that flocs the cyst and allows the filter to capture and hold the germ in containment. SeaKlear is the leading provider of the patented dual polymer PRS as a part of their water care products.

Continued on page 16

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

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](https://twitter.com/deckoseal)

- 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 32 oz. foil pouch – no tools or caulking gun needed
- Available in tan and grey
- Twelve month shelf life
- VOC compliant

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

RWI outbreaks is typically cryptosporidium (crypto). This encysted parasite is released into recreational water via diarrhea release from swimmers. If other swimmers ingest the water they can become ill with severe flu like symptoms lasting from 7-10 days.

In public pools health departments in conjunction with the CDC have come up with preventative measures that primarily involve swimmer behavior. These are warnings to swimmers to not swim if they are known to have diarrhea or have been ill with diarrhea within 2 weeks of visiting the pool. Some other swimmer control measures are taking a cleansing shower with soap and hot water prior to entering the pool, frequent bathroom breaks for young children, washing after using the toilet and no changing of diapers at poolside.

What steps need to be taken?

If you suspect or it is known that someone has had a diarrheal



NSF-50[®] CERTIFIED WATER TESTING

Certified to NSF/ANSI Standard 50

Pool eXact[®] EZ

The NSF- 50[®] Certified Pool eXact[®] EZ Photometer System delivers lab-quality results for 10 important pool water parameters using our patented eXact[®] Strip reagent delivery system! eXact[®] brand photometers are the only NSF-50[®] certified water quality testing devices to achieve the highest level of accuracy, Level 1!

Pool eXact EZ Kit includes tests for:

- pH
- Total Alkalinity
- Calcium Hardness
- Chloride
- Copper
- Free Chlorine
- Combined / Total Chlorine
- Cyanuric Acid
- Phosphate

SCAN FOR INFO

800-861-9712
POOLEXACTEZ.COM

SENSAFE **ITSSENSAFE**

Three great reasons to extend the pool season.



Longer Season. Higher Efficiency.

Pentair has long been the trusted name for innovative, environmentally friendly pool equipment. Our fast-heating, ultra-efficient heaters carry on this legacy. Get the most out of your backyard paradise... on your schedule.

Visit pentairpool.com or contact your Pentair dealer today.



Pentair
ETi® 400
High Efficiency Gas Heater



Pentair
MasterTemp®
High Performance Heater



Sta-Rite®
Max-E-Therm®
High Performance Heater



IPSSA Intermediate Training Manual 2017 Revised Edition now available!

For those who never seem to get enough information about water chemistry, or for novices, veterans and pros, there is a wonderful new resource worth owning.

The Independent Pool & Spa Service Association (IPSSA) recently announced the release of *IPSSA Intermediate Training Manual 2017 Revised Edition Part 1 — Chemicals*

by Robert W. Lowry.

This 215-page revised and updated edition is one of the most comprehensive collections of water chemistry and chemical information ever written on the subject. Originally published as the second training

manual for IPSSA, this revised edition has current information on algae, cleaning up a swamp, using borates, Advanced Oxidation Process (AOP), Saturation Index for Pros, Advanced Water Treating Techniques, Advances in Water Testing and Apps, and Pool Start Ups. This is a resource that almost everyone in the pool industry should have.

The book has a number of read-



MAKE YOUR PLANS TO ATTEND THE 2018 NATIONAL DROWNING PREVENTION EDUCATIONAL CONFERENCE!

17th Annual NDPA Educational Conference
Marriott Waterside Hotel & Marina | Tampa, Fla
April 2-6, 2018

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

er-friendly elements including original illustrations, easy-to-use tables and graphics and chemical formulations, which are captioned with narrative descriptions of the chemical reactions. For those seeking a ready resource or reference that is clear, reliable and remarkably detailed, whether for training or refresher, it's hard to imagine a better resource from a more credible author. For more than 40 years Lowry has been one of the industry's leading and most widely published authorities on pool and spa chemistry. He has written 16 books on the subject.

This is the second IPSSA training manual as is designated by the words Intermediate Training Manual which has served as the association's primary teaching tool for water chemistry certification. Together, the two IPSSA manuals have more than 400 pages on water chemistry — far more than any other pool industry manual, textbook or resource.

The wonderful manual is available to IPSSA members for \$24.95 and non-members for \$49.95. To learn more or get a copy, visit the www.ipssa.com and go to Shop.

Introducing Phos Out Plus
More Than 3 Times the Strength of the Original Phos Out

New Concentrated Formula

HASA Sani-Chlor PYRIGINfree™

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

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

REGISTER EARLY ONLINE

www.westernshow.com

- By FEBRUARY 4TH: \$75
- By MARCH 4TH: \$85
- AFTER MARCH 4TH: \$95



Join Us!

March 15-17, 2018

Seminar Hours:

Mar. 15 ~ 1PM-5:45PM

Mar. 16 ~ 8AM-3PM

Mar. 17 ~ 8AM-2PM

Exhibit Hours:

Mar. 15 ~ 6PM-9PM

Mar. 16 ~ 2PM-6PM

Mar. 17 ~ 1PM-6PM



- Over 40 New Seminar Classes •
- Classes in Spanish All 3 Days •
- Dodge Truck Give-A-Way on LAST day of Show •
- On-Floor Golf Putting Contest for Everyone •

BEGINNERS TO ADVANCED: WATER CHEMISTRY, EQUIPMENT REPAIR, ELECTRONIC CONTROLS, HEATERS, BUSINESS CLASSES AND MORE....

Celebrating 40 Years of Education Leadership

NEW CLASSES 2018

- **GENESIS® C281: Major Renovations Course  March 14-15
- **NSPF Certified Pool Operator Course (CPO)  March 15-16
- **NSPF Advanced Service Technician™ Course March 15
- Water Chemistry for the Service Professional March 16 & 17
- GENESIS® Transitioning from Service to Construction March 17

FLOOR ACCESS: No Charge For Online Pre-Registration

On-Site: \$5 Badge Fee

WPSS 40th Anniversary Celebration Party

Friday, March 16, 2018



40th Annual Western Pool & Spa Show ~ March 15-17, 2018

Seminars & Speakers Subject to Change or Cancellation Without Notice / CHECK www.westernshow.com FOR UPDATES OR CHANGES

THURSDAY, MARCH 15, 2018 / EXHIBIT HOURS 6-9 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / 40+ NEW CLASSES

TIME	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
1 P.M. TO 2:45 P.M.	Heater Overview ETI and the Hybrid Pentair	How to Install Water Features That Works Ron Hetzner, Oreg	Service & Retail with The Pool Program - Enterprise Jason Wise	In - Floor Cleaning Systems, Jaime Guzman	Navigator AquaNaut and The Pool Cleaner Repair David Jones	MEETING ROOM	Design & Troubleshoot Solar Pool Heating Systems SunTrek Industries	MEETING ROOM	Raypak LoNox Heater - Installation and Troubleshooting Clases En Español
3 P.M. TO 3:45 P.M.		Hazardous Material Transport & Your Route Truck Ron Hetzner	How It Works for Beginners Dennis Rettela	Ultimate Pool Care for the Next Decade Mike Quaka	Limpiadores de Succion Daniel Jazo Clases En Español	Proactive Pool Start Ups and Surface Protection Scott Niehols	Solar Pool Heaters Troubleshooting Service & Lessons Learned Daniel Sizelove	MEETING ROOM	Secrets to Algae Free Pools Evengelina Serrano Clases En Español
4 P.M. TO 5:45 P.M.	Easy Touch Controls with Mobile Devices Pentair	Algae: Why we get it. How we get rid of it. And the truth about CYA Chris Marcano	How to Sell the Importance of Proper Water Chemistry to your Customer Terry Snow, Rich Gallo	Pool Lighting Decoded - How to Light Today's Pools Graham Orme	VS Pump de Hayward y Sistemas de sal Daniel Jazo Clases En Español	How to Manage & Grow Your Business Christine Hester	Good Mastic Installation Jim Dill Deck-O-Seal	Cement Surfaces Issues & Answers Ed Rock	Business Management Pedro Correa Clases En Español

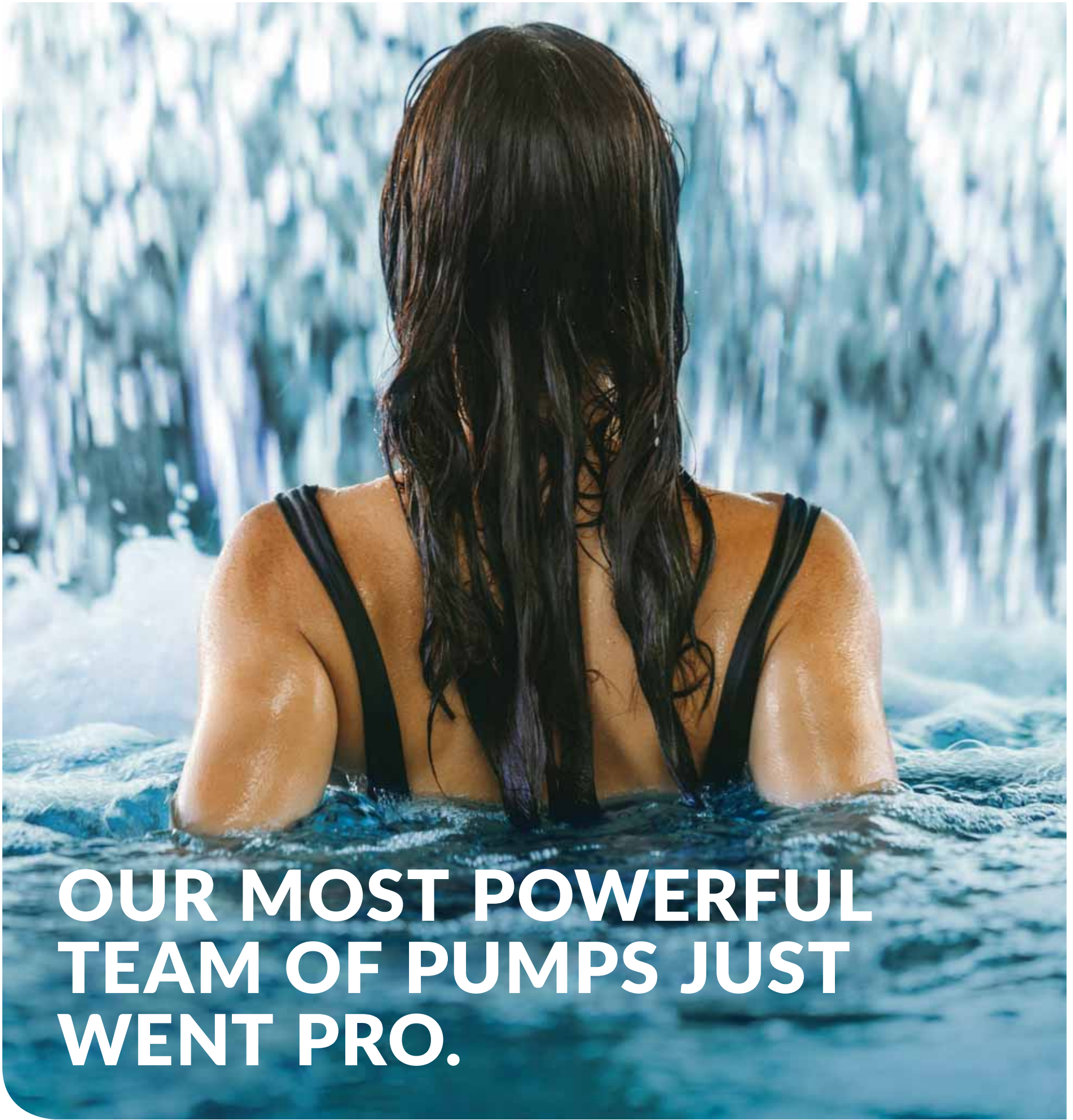
FRIDAY, MARCH 16, 2018 / EXHIBIT HOURS 2-6 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / 40+ NEW CLASSES

TIME	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	New IntelliFlow VSF Pump Hands-On Programing Pentair	Pool Plaster Concepts for Service Professionals OnBalance	How to Manage & Grow Your Business Christine Hester	Introduction to QuickBooks Pedro Correa Clases En Espanol	AquaRite & HydroRite UV03, Do's & Dont's Ben Carver & John Rodriguez	Basic Water Chemistry & Testing Wayne Ivusich	Certified Stain Specialist Jack's Magic	MEETING ROOM	Pentair Chemical Automation Pentair Clases En Español
10 A.M. TO 10:45 A.M.	Hydraulics For the Service Pro, Pentair	Pool & Spa Filtration Concepts, Capabilities & Comparisons Mark Dunlop	Periodic Cleaning of Particulate Filters Maintains Optimal Performance Vance D. Fiegel	How to Find & Keep Today's High-End Pool Owner Customers Mike Quaka	California Commercial Title 22 Trever Stiff	MEETING ROOM		Stand Out Online & Win New Customers Jamie Taggart	Saving time, labor & money with combo / Connect Jbox & Ready Set Actuator Intermatic
11 A.M. TO 12:45 P.M.		Tips & Tricks for the New Pool Professionals Peter Haverlation	Understanding the LSI and General Water Chemistry Harold Evans	Controles basados en la web Alex Vadovinos Clases En Espanol	Hayward Heaters Installation & Repair Basics Dan Smith	Water Chemistry for the Pool Service Professional Bob Lowry	Electrical Bonding & Grounding Bill Hamilton	Customer Billing with the Pool Program 8 Jason Wise	Ozone Chlorine Generators Arturo Torres Clases En Español
1 P.M. TO 2:45 P.M.	Electricity for the Service Pro Pentair	Advanced Water Chemistry OnBalance	Comprension del LSI y quimica general del agua Emie Peniedo Clases En Español	Bombas de velocidades variables y sus controles Alex Valdovinos Clases En Español	VS Pump Connecting to hayward / All Controls Bryan Chrissan & Ben Carver	Hydraulic Component Compatibility Paolo Benedetti & David Penton	Changes to the NEC 2020 Bill Hamilton	MEETING ROOM	Basic Chemistry Pedro Correa Clases En Español

SATURDAY, MARCH 17, 2018 / EXHIBIT HOURS 1-6 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / 40+ NEW CLASSES

TIME	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
8 A.M. TO 9:45 A.M.	Pentair Chemical Automation	Chemistry 101 & Basic Water Chemistry Terry Arko & SeaKlear	Why Am I at Fault? Lessons Learned from Over 2,000 Claims & Lawsuits Ray Arouesty	Raypak LoNox Heater - Installation & Troubleshooting Brad Duncan	Profitable Inspections Rick English Served on the APSP Builders Education Commission	Pool & Spa Water Testing Treatment Wayne Ivusich	CPSA, NSPF / Genesis Town Hall Future of the Alliance	MEETING ROOM	New Pentair IntelliFlo VSF Pumps Pentair Clases En Español
10 A.M. TO 11:45 A.M.	How a Pool Works Purity Pool Robert Foutz Jr.	Chemical Controllers How They Work & Their Challenges Steve Dun	Sodium Bromide What Manufacturers Aren't Telling You United Chemical	Jandy Web Based Control Alex Krajewski	Water Chemistry for the Pool Service Professional Bob Lowry	Transitioning From Service to Construction Paolo Benedetti & David Peterson	Plaster Stains & Discolorations Jack's Magic	MEETING ROOM	Licenciada Contratista Guatista Clases En Español
NOON TO 1:45 P.M.	Raypak x 94 Commercial Heater Brad Duncan	Which do you want to be? AMAZON, a Pool Professional or BOTH!! Dennis Chapman	Creating the Backyard Water Park Selling Entertainment Centers for Additions Kathryn Varden	Variable Speed Pumps & Their Controls Alex Krajewski	Millionaire Pool Man Thinking Outside of the Box Charles Baird	Show Your Customer Why they Need to Upgrade Their Equipment David Peterson	Rola - Chem ORP / Ph Controller & How They Function Todd Schwad	Secrets to Algae Free Pools Todd Wilson	Advanced Chemistry Pedro Correa Clases En Español

Long Beach Convention Center, 300 E. Ocean Blvd., Long Beach, California / HALL "C" / Speakers' views are their own and not necessarily those of the Western Pool & Spa Show, Inc



OUR MOST POWERFUL TEAM OF PUMPS JUST WENT PRO.

EXPERT LINE

- ✓ PREMIUM PRODUCTS
- ✓ NOT SOLD ONLINE
- ✓ EXTENDED WARRANTIES



» **NEW**
VS OMNI™ PUMPS WITH
SMART POOL CONTROL



» **NEW**
SUPER PUMP® VS 700



» **NEW**
SUPER PUMP® 700



» **NEW**
BOOSTER PUMP 300

With an expanded lineup of pumps for 2018, Hayward® Expert Line now offers even more ways to exceed every customer's expectations. From the industry's best-selling Super Pump to our groundbreaking VS Omni variable-speed pumps with smart pool control, Expert Line pumps provide unmatched performance and value. Plus, with extended warranties and valuable rebates, there's even more incentive for consumers to purchase the Hayward pumps only pool professionals can sell.

» hayward.com/expert

Case study featuring Kalahari's Indoor Waterpark

When Kalahari Resorts & Conventions in Pennsylvania's Pocono Mountains was in urgent need of a tough waterproof material, they turned to W. R. Meadows for recommendations. The process of selecting the product and the actual construction of the structure was an interesting process, which is highlighted in a new case study available now from W. R. Meadows. The case study, entitled "Waterproofing an Indoor Waterpark: Winter Waterproofing of Waterpark in the Poconos Mountains" is now available at www.wrmeadows.com.

The specifier was searching for a material that could hold up to a harsh winter construction environment after a previously chosen product wasn't able to meet the temperature requirements needed to not delay the renovation deadline. John Rakus, estimator for EDA, the general contractor, reached out to Tim Durso, outside

sales at W. R. Meadows. Tim was able to immediately recommend MEL-ROL® waterproofing membrane for the project. Jason Sorci, Partner/CFO of Architectural Design Consultants, Inc., had no problem approving the product switch to MEL-ROL after hearing

about its flexibility, versatility, and dependable nature.

During the duration of phase one of the renovation project that took place from January 2014 through early 2015, over 70,000 sq. ft. of MEL-ROL was installed.

Continued on page 16



Natural Chemistry® offers Pool First Aid™ for pool emergencies

Pool First Aid™ combines powerful SMARTzyme™ technology with a highly effective clarifier to fix pool emergencies quickly. This product cleans cloudy water fast by removing dead algae, pollen, oils, spills, anti-freeze residue, paint, vandalism and other forms of non-living organic water contamination—working quickly, often without scrubbing! When pool professionals are confronted with pool emergencies, this product is there to help free clogged filters of oils and other forms of non-living organic buildup. Pool First Aid removes dead algae quickly and efficiently, in many cases without the need to backwash. Perfect for pool opening surprises, pools filled with heavy spring-pollen or pools that have been vandalized. Compatible with all sanitizers.



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

Recreational Water Illness

Continued from page 10

PRS has been developed and tested using live crypto at Auburn University. (Use of flocculant polymer combinations for enhanced removal of Cryptosporidium oocysts and Giardia cysts from swimming pool water by conventional filter beds. Auburn University 2005). PRS has been used at many large public facilities and commercial pools for both

prevention and to assist in the remediation procedure. PRS is EPA recommended as part of a device system for complete removal of crypto. It is also proven in the Auburn study to be effective against E.coli, Giardia and dead algae. The dual polymer in PRS removes micron size particles down to 0.5 micron so it acts as a superior clarifier and filter aid.

Waterpark case study

Continued from page 15

A 100-year storm and significant cold spells didn't inhibit MEL-ROL's quality or installation. With the help of MEL-ROL, Kalahari Resorts & Conventions was able to reopen on schedule in late summer. A second renovation phase had also commenced. When completed in the spring of 2017, the 150-acre

Kalahari Resorts & Conventions became America's largest indoor waterpark.

"With the difficult conditions during construction, I was more than confident that we had the right product and right contractor to succeed. It has led to a strong relationship between EDA, my-

self, and Meadows building envelope products that continues on projects today," says Tim Durso.

The case study is now available at <https://www.wrmeadows.com/tag/case-study/>. Click to learn more about this exciting project as well as all the other case studies available from W. R. Meadows.

National Pool Route Sales L.L.C.
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

N P
R S

PG&E Pool Pump Rebate Sunset

Dear Pool Pump Installers:

Effective January 1, 2018, PG&E is closing the \$100 rebate offering (\$200 for installers) for qualified pool pump and motor products, due to recent improvement in state energy efficiency standards.

• Qualified pool pumps and motors must be purchased and installed by 12/31/2017.

• All paper or online applications must be postmarked or received by 3/1/2018.

• Please see PG&E's Residential Rebate Catalog for additional information and require-

ments.

Thank you for your participation in PG&E's energy efficiency programs. For further questions, please contact the Smart Energy Line at 1-800-933-9555.

Sincerely,
PG&E Customer Care Team

DON'T JUST TREAT. DIAGNOSE.

- ✓ INCREASED MAINTENANCE?
- ✓ CLOUDY WATER?
- ✓ BUILDUP ON SALT CELLS?



Natural Chemistry doesn't just treat the problem, we help you diagnose it with our free test kit program.*

Phos Remove™ is the best prescription for maximum phosphate removal. Available in quart, 1 & 5 gallons.

*Proof of purchase required.




NATURAL CHEMISTRY

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



World's First Integrated Gate Latch and Alarm



Child Safety Gate Latch with Electronic Alarms



SAFETY

- NEW Visual & Audible alarms
- Visual indicator provides locked and unlocked status
- 6-pin rekeyable security lock
- Meets international pool barrier codes

RELIABILITY

- Greatest intraday movement tolerance in the industry
- Release knob is more ergonomic and child resistant
- Tested to 2 million cycles



2-Year Warranty On Alarm Unit



Self-Closing Gate Hinges



- D&D patented tension adjustment
- Adjust tension from either end
- Meets international pool barrier codes
- Heavy Duty Range self-closes gates up to 154 lb (70kg)
- Decorative trim covers included - no visible fasteners



Order now at www.magnalatchalert.com



P: (714) 677-1300

E: info@ddtechusa.com

www.ddtechglobal.com



NDPA
NATIONAL DROWNING
PREVENTION ALLIANCE



Copyright © 2018 D&D Technologies

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!™

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?

POOL ROUTE PROS INC.

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
 714.970.PROS (7767)

Experience the difference by Choosing

POOLROUTEPROS.COM

California Capitol Report

Continued from page 1

city can function entirely on its own water supply which it aims to do by 2020. One of the main methods of achieving this is by strictly implementing MWEL0 guidelines, one of the effects of which is to change the threshold for the size of a pool and spa project so that virtually all pools would come under the new ordinance.

In the original text of MWEL0, the Ordinance is only applied to projects that are 500 square feet of new construction or 2,500 feet of rehabilitation, meaning that the vast majority of pools and spas will be exempted because, according to our recent interpretation from DWR, you only measure the square feet of the water surface in the pool. However the City of Santa Monica has redefined "new development", stating that all new or enlarged pools and spas are subject to review. In order to receive a permit to build any pool or spa, the builder or owner must first complete a form calculating their "offset gallons per year," or how many gallons of "new" water the city believes they will be using. That number must then be offset either by paying the city to install new toilets elsewhere or agreeing to retrofit your property – including paying for the permits, fees to do so.

Where this becomes truly dangerous for the pool and spa industry is that the calculator that must be used does not reflect the reality of pool water usage and installation. Nowhere does it allow for the amount of irrigated land that the pool is replacing to be taken into account, nor the irrigated land that will be replaced by hardscape. Instead all of the water in the pool is considered "new," meaning that the homeowner must offset a truly staggering amount even if, in fact, they end up using less water than they did before!

For example, to build a pool with 480 square feet of water and 769 square feet of hardscape, according to the calculator the homeowner must offset 27,522 gallons of water out of their own pocket. However the 1,249 square feet of turf grass they removed used 29,180 gallons of water every single year compared to the 8,971 the covered pool will after it is filled. Not only is the homeowner not using any "new" water, they have drastically reduced their water consumption moving forward, and yet they still must pay for 13 toilets to be installed – a cost of up to \$8,213.

In one fell swoop, the City of Santa Monica has added significant additional cost that will act as a disincentive for a homeowner to build a new pool or remodel and expand an existing pool. In addition, this application of MWEL0 undermines the recent interpretation confirmed by CPSA that most pool and spa projects fall under the 2,500 sq. ft. threshold.

CPSA is already working to contact the city and explain our views relative to this misguided application of MWEL0. However, the great danger in the development of this program is that it is actively being shared and prompted as a model for other cities to duplicate.

POOL INDUSTRY PROS KNOW THE SECRET TO EFFECTIVE POOL CARE. COMPARE BIO-DEX PRODUCTS AND SEE THE DIFFERENCE FOR YOURSELF!



BIO-DEX

PROTECT-ALL SUPREME
 PHOSPHATE REMOVER
 PLASTER WHITE 'N BRITE
 CONCENTRATED CLEAREX 500
 OIL-OUT NATURE'S ORGANIC WATER CLEANER
 CARTRIDGE CLEANER QUICK SPRAY

Scan here to learn more!

 www.bio-dex.com

Ask Your Pool Service Technician for Bio-Dex Products!

Bio-Dex is a trusted industry leading manufacturer of chemicals for pools and spas. Our continuous dedication to developing and improving the chemicals that make swimming pool treatment and maintenance easier and more effective is the reason Bio-Dex products have been the choice of pool service professionals for over five decades.

Our products are for anyone concerned with pool maintenance for both chlorine and salt water pools who are looking to prolong the life of a pool and protect the expensive equipment involved.

We offer a diverse line of swimming pool chemicals that are effective for both common and more involved pool maintenance. Effective pool care starts here! Be sure to check out the entire line of Bio-Dex products.

Announcing our official winners for 2017
CONGRATULATIONS!

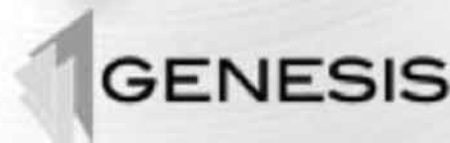


Paul Oliver
 Austin, TX

2017 Pleatco Perfect PoolGuy

Roberta Prygon
 North Cranbury, NJ

2017 Pleatco Perfect PoolGal





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!



- Eliminates and Prevents Algae
- Reduces Chlorine Demand
- Lasts for up to 6 Months!
- Simplifies Pool Care
- Improves Water Quality
- Saves you Time and Money!

- Check out our **NEW "customizable offer letters"**
- We make it easy to sell PoolRx to every customer on your route
- You can customize, then email, or print and include in your billing

Go to: poolrx.com Use: password: profits

#1 Choice of Pool Professionals

What is the Certified Pool/Spa Operator® Certification Program



CPO® certification courses are designed to provide individuals with the basic knowledge, techniques, and skills of pool and spa operations. The Certified Pool/Spa Operator® certification program has delivered more training than any other program in the pool and spa industry since 1972, resulting in more than 342,623 successful CPO® certifications in 86 countries. Many state and local health departments accept the CPO® certification program.

Instructors receive comprehensive training and certification to teach the CPO® certification program. These instructors represent every segment in the aquatics industry including operators, health officials, service professionals, builders, manufacturers, property managers, retailers, and academicians. This training has helped protect millions of swimmers by reducing hazards at aquatic facilities.

Course Information

The CPO® certification program requires participation in either a two-day class (14-16 hours) taught by a certified instructor or the blended format that combines the online Pool Operator Primer™ and one day of the Pool Operator Fusion™ class of instruction.

The CPO® certification program includes pool and spa chemistry, testing, treatment, filtration, maintenance, automatic feeding equipment, and government requirements.

The CPO® certification program requires an open book written examination.

The CPO® certification is valid for five years.

Course Benefits

- Proven educational tool
 - Widely accepted by local and state authorities
 - Covers topics necessary for pool operators including a section for local and state codes
 - Comprehensive handbook that is updated regularly
 - All courses are taught by NSPF® certified instructors
 - The CPO® certification is recognized nationally and internationally
 - Gives participants a better understanding of the operator's role in pool care, management and risk reduction
 - The CPO® Certification program is now eligible for IACET Continuing Education Units (CEUs)
- Visit www.nspf.org for more information.

HERE WE GROW AGAIN



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

LETTER TO THE EDITOR

Letters to the editor must be signed in order to be published, and must be accompanied by an address, valid e-mail address, and a daytime phone number for verification purposes. (Your phone number will not be printed.). Unsigned


letters will not be published unless a compelling reason for withholding your name is given. Letters to the editor containing erroneous or unverifiable information will be edited or rejected. No letter that makes personal attacks on some-

one's character will be published. The editorial staff reserves the right to edit for length or grammar or reject submitted material that does not meet these standards. Letters requiring a response will be held for publication until the response is received.

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

IPSSA Members:

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



COVERAGE IF YOU ARE INJURED ON THE JOBSITE

arrow insurance service

Swimming Pool Insurance Specialists Since 1982

Members participating in the IPSSA Group Insurance Program are automatically insured to \$5,000 for medical bills due to accidental injury at the customer jobsite. This coverage can pay for an emergency room or urgent care visit and covers injuries like dog bites, lacerations and slips and falls. It's even available to pay a deductible expense if you already have health insurance.

Accidental Injury Medical Coverage is another reason IPSSA members have the best insurance available anywhere!

Arrow Insurance Service, Inc ♦ (800)833-3433 Lic No. 0757776

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



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	FORT LAUDERDALE, FL (954) 771-1110
VAN NUYS, CA (818) 997-6651	LONGWOOD, FL (407) 260-2323
SAN JOSE, CA (408) 432-9700	SARASOTA, FL (941) 922-1919
SANTA ANA, CA (714) 973-4744	DALLAS, TX (972) 243-6006
SAN DIEGO, CA (858) 565-1330	HOUSTON, TX (281) 894-7071
CANOGA PARK, CA (818) 710-9500	RICHLAND HILLS, TX (817) 284-1600
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	



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



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



Power Defender 165
1.65 HP VS



Power Defender 270
2.7 HP VS



Power Defender 300
3.0 HP VS

OASIS

Pool & Spa Control

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

Complies to
UL & CE requirements



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.

IPSSA CHAPTER LISTINGS

For Association information: call Elizabeth Hosea-Small, (888) 360-9505 / • (888) 368-0432 FAX / P.O. Box 3367, Rocklin CA 95677, E-mail: liz@cramercpa.com
For billing or Membership information: call Melody Bond at (888) 391-6012, FAX (888) 391-6203, e-mail melody@cramercpa.com or P.O. Box 1617, Rocklin, CA 95677
 Chapter treasurers contact: ipssafinancial@cramercpa.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 COUNTY
 First Mon., 6:00 p.m., Sierra Grill Smokehouse,
 2515 Grass Valley Hwy., Auburn, CA
 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., 7:00 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@propoolm.com

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

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

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

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

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

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

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

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

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

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

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

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

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

ORANGE COAST
 Last Monday, 5 p.m., Carrow's Restaurant
 Warner & Magnolia, Huntington Beach
 Pres. Tom Honrath (714) 642-5018
 thonrath@hotmail.com

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

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

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
 mangopoolnsa@verizon.net

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

PALM DESERT
 Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. 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 Ranchero 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., Admiral Baker Clubhouse,
 2400 Admiral Baker Road, San Diego
 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 Sweeny (619) 244-0496
 bernypoker@hotmail.com

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

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

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

HENDERSON:
 First Wed., 7 p.m., Hooters,
 10430 S Eastern Ave, Henderson, NV 89052
 Pres. Forrest Owen (702) 372-7200, poolboys@cox.net

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

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

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

SCOTTSDALE
 Third Mon., 6:00 p.m., 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., Komal Latin Kitchen,
 2550 Hunter Rd., San Marcos, TX
 Pres. Jascha Wood (512) 216-7663

HOUSTON: Second Tues., 7 p.m.
 IHop, 11225 Katy Freeway, Houston
 Pres. Bryan Norris (713) 234-7649
 bryan@norrispools.com

NORTH AUSTIN: Second Tues., 6 p.m., Cedar Park
 Library, 550 Discovery Blvd.
 Pres. Ken Burrington (512) 673-6701
 aqualinepoolservice@gmail.com

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

SAN ANTONIO: First Mon., 6:30 p.m.
 Longhorn Café, 17625 Blanco Rd., San Antonio, TX
 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
 pinnaclepoolandspa@sbcglobal.net

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

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

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

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

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



LESLIE'S SWIMMING POOL SUPPLIES
www.lesliespool.com
Jeff Manno/480-527-7494 Nationwide
jmanno@lesl.com
Jerry Rosas/ 480-469-7504 AZ/NV
jrosas@lesl.com
Supplier of all pool and spa equipment, parts, chemicals and maintenance items



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



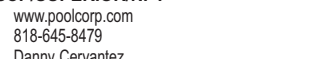
ZODIAC POOL SYSTEMS INC.
www.zodiacpoolsystems.com
800-822-7933 X3323
Steve Gutai / steve.gutai@zodiac.com
Zodiac, Jandy Pro Series, Polaris, Nature 2 Products



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



POOLCORP



ZODIAC
a better life



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 Gurnilan / gabriellg@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.



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.



POOL & ELECTRICAL PRODUCTS INC.
www.poollectricalproducts.com
909-673-1160 / Andres Becerra
Wholesale distributor stocking all major brands and hard-to-find items.



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



DECK-O-SEAL
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-Sean Two-Part Polysulfide Sealant for expansion joints.



HYDROSCRIBE
www.hydroscribe.com / 619-733-9167
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.



POOL COVERS 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 algacide.

ASSOCIATE MEMBERS

ALL SAFE POOL FENCES AND COVERS
www.allsafepool.com
(800) 786-8110
Reed Hauge
marketing@allsafepool.com
Pool fences, pool covers, and pool safety nets. Sales and installation of removable mesh pool fence and various types of pool safety covers.

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

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
mfriar@warmwater.com
Dave Sizelove
dsizelove@warmwater.com
Solar pool heaters and heat pumps.

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

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

CHEM QUIP INC.
Jim Morrison
jim@chemquip.com
Greg Durkee
gdurkee@chemquip.com
Pool & Spa Distributor

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.

CONNECTED YARD INC. / PHIN
www.phin.co
(603) 493-6212
Jim Conti / jim@phin.co
Smart water care for pools and hot tubs

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.ddtechusa.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 / dpsjb@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
Jose Valdivinos / jvaldivinos@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.

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, LLC
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.

LAMOTTE COMPANY
www.lamotte.com
800-344-3100
Rich DeMoss / rdemoss@lamotte.com
Robin Myers / rmyers@lamotte.com
Manufacturer of water testing products.

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.

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

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.poolprofy.com
800-831-7133
Steve Zorn / 760-431-8218 / steve.zorn@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.

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

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.

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

RAMUC POOL PAINT
www.ramucpoolpaint.com
800-221-4466
Rebecca Spencer / rspencer@ramucpoolpaint.com
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.

REGAL BELOIT AMERICA, INC. / CENTURY
www.centuryelectricmotor.com,
(937) 669-6287
Mandy Pressel / mandy.pressel@regalbeloit.com
From the innovative leader in pool pump motors, Century® by Regal® offers a full line of high quality pool and spa replacement pump motors.

REVCOSOLAR ENGINEERING
www.revcosolar.com
949-367-0740
Chrissy Murillo / Chrissy@revcosolar.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.

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.

SUN X SOLAR
www.sunxsolar.com
760-738-4066
Dan Stiffe / dan@sunxsolar.com
Solar pool heating specialists, residential and commercial.

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
Leading manufacturer of water-testing supplies geared to the needs of service professionals. Accurate, easy-to-use products backed by stellar customer service and technical support from degreed 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
818-678-0400
info@unicelfilters.com
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.d'angelo@nidec-motor.com
Pat Shadrach / pat.shadrach@eemotors.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.

VALTERRA PRODUCTS LLC
www.valterra.com / 818-898-1671
Gayle Key / gayle@valterra.com
George Grengs / george@valterra.com
Pool and spa maintenance equipment and OEM gate valves and unibody valves and replacement parts.

VASCO SOLAR
www.vascosolar.com
(714) 968-8845
Lauren Davis / lauren@vascosolar.com
Maureen Vasquez / Maureen@vascosolar.com
Solar pool heating.

WATER SAVERS CO.
Steve Holcomb / Andi Holcomb
800-543-0979 / 949-955-1233
Leak detection and repairs for pools and spas.

WAYNE FISH POOL MAINTENANCE
Wayne Fish
waynefish@roadrunner.com
714-883-2767
Water chemistry, water treatment, KK the Poolman's Solutions.