

**California Capitol Report**

## Dangerous new bills as legislative session ends

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



The California Legislature just returned from its month long summer recess, and as they say, "No man's life, liberty or property are safe while the legislature are in session!"

On that note, new draft amendments were just circulated to existing bills that would provide language and authority for the Governor's New Water Plan, Making Conservation a Way of Life in California. The amendments covered 42 pages of new language that will be amended into 3 bills that are currently in the Appropriations Committee of both houses. This means that once amended these bills will not be reviewed by their respective policy committees.

Why do we care? For the first time, language was contained in these amendments requiring provisions for swimming pools and spas and other water features. At this point we are not entirely certain what this means. Among other

things, these bills will provide the authority for urban water purveyors to establish water quotas for every resident and business in their service area. This includes an outdoor water quota for residential homes. Up until the now, under the Governor's proposal, those quotas were to be based on the Model Water Efficient Landscape Ordinance (MWELO).

CPSA has numerous problems with this approach, not the least of which is that the MWELO treat swimming pools as high water users just like turf, and does not provide any credits for the amount of land that swimming pools and spas and their associated hardscape remove from ever needing irrigation. Additionally, it does not provide credits for pool covers or other water conservation measures such as reverse osmosis, or even the use of recycled water. All of this threatens the future of the

*Continued on page 8*




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### Attention IPSSA Chapters and Members:

Our Intermediate Training Manual – Water Chemistry is currently being revised. For a limited time, chapters and members can request the current edition for free (no limit) as long as you pay shipping. The books may also be picked up for free at our Los Alamitos address (just call in advance).



## Region 11 supports Team Kareem

By Derric Raymond  
*Derric Raymond is the Region 11 Director.*  
 In June, Region 11 supported a drowning prevention event for Team Kareem in Kissimmee, Florida. In

conjunction with the IPSSA Swim Fund, the region donated swim lessons. It was the first time the Region had been involved. It was a great turnout and the Region hopes to continue support for this annual event.

- ### Things to do in September
- Clean salt systems and other specialty units
    - Filter maintenance
    - Heater maintenance
  - Education at Pool Industry Expo

### INSIDE THIS ISSUE

Hey Ray! .....Page 4  
 Basic Training Manual .....Page 7  
 Servicing Automatic Pool Covers .....Page 10  
 14th Annual WAHC .....Page 12  
 Genesis at Western Pool & Spa Show ....Page 14

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 THE IPSSAN



**THE IPSSAN**

Official Publication of the  
Independent Pool & Spa Service Association, Inc.  
10842 Noel Street #107, Los Alamitos CA90720  
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Deadline for submission of articles is the 20th of each month. Material submitted late will be considered for the following month.

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**Richard Chaney wins the July Education Corner quiz**

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

The correct answers for the July quiz are 1. The 5 major parameters involved with water balance are: pH, alkalinity, temperature, TDS and A. Calcium hardness B. Cyanuric acid C. Iron and copper D. Magnesium, *the correct answer is a) calcium hardness*. 2. ORP is short for: A. Oxidation Reaction Potential B. Oxidation Reduction Potential C. Oxidizer-Reducer Potential D. Oxygen Reducible Particles, *the correct answer is b) Oxidation Reduction Potential*. 3. Sodium dichlor is the only chlorine compound that has almost no effect on

the pH and total alkalinity of the water. A. True B. False, *the correct answer is a) true*. 4. The surface area of a circular pool with a

diameter of 24 feet is approximately: A. 350 sq.ft. B. 400 sq.ft. C. 100 sq.yd. D. 450 sq.ft., *the correct answer is d) 450 sq.ft.*

**Calendar of Events**

- Sept. 12-13** **Construction 281 – Major Renovations**  
Zodiac Pool Systems, Inc., Vista, CA  
www.nspf.org/construction-281-major-renovation-registration
- Sept. 28-30** **Pool Industry Expo**  
Monterey Conference Center, Monterey, CA  
www.poolindustryexpo.com
- Oct. 25** **Tropical Pool Show**  
Broward County Convention Center, Ft. Lauderdale, FL  
www.tropicalpoolshow.com
- Oct. 28** **IPSSA Board of Regional Directors Meeting**  
Embassy Suites Riverfront Promenade, Sacramento, CA 11am  
info@ipssa.com
- Oct. 29 – Nov. 3** **International Pool Spa Patio Expo**  
Orange County Convention Center, Orlando, FL  
www.poolspapatio.com
- Jan. 17-20, 2018** **Southwest Pool & Spa Show**  
George R. Brown Convention Center, Houston TX  
www.swpsshow.com
- Feb. 1-3, 2018** **Desert Pool & Spa Show**  
Phoenix Convention Center, Phoenix, AZ  
www.dps-show.com
- Feb. 9-10, 2018** **IPSSA Leadership Weekend**  
Wyndham Anaheim Garden Grove, Garden Grove, CA  
info@ipssa.com
- Feb. 21, 2018** **Inland Empire Pool Expo**  
University of Redlands Orton Hall, Redlands, CA  
www.inlandempirepoolexpo.com

**WELCOME NEW MEMBERS!**

**REGION 1 – East Bay:** James Taylor... **REGION 2 – Conejo Valley:** Douglas DeZotell, Toby Keil... **Visalia:** Kevin Correa, Jason Gaffney... **REGION 5 – OCPP:** Michael Gary... **REGION 9 – Clearlake:** Wilton Yates... **REGION 10 – Monterey Coast:** David Boggs... **REGION 11 – Osceola:** Nomar Conde... **Gold Coast:** Reinaldo Ball, Joseph Hammer, Joseph Wilson Jr... **Sarasota:** U. Marc Bednarzik, Dustin Mulac, Joe Straight, Troy Von Blankenburg... **Affiliate:** John Blackstone.

**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 at **liz@cramercpa.com** and she can assist you.

**Financial office thanks chapters with prompt payments**

The Financial Office thanks the following 50 chapters, whose members all paid promptly in August before second notices were required:

- Region 1 – East Bay, East Contra Costa, El Dorado, Gold Country, Sacramento City, West Placer
- Region 2 – Central Coast
- Region 3 – Diamond Bar, Foothill
- Region 4 – East Long Beach, South Bay, Westside, Whittier
- Region 5 – Anaheim, Central Orange County, Dana Point, North Orange County, OCPP, Orange Coast, Orange County #9, Saddleback, Surf City, Tustin/Irvine
- Region 6 – Corona, Hemet, Palm Springs, Redlands
- Region 7 – Carlsbad, Rancho Del Mar, San Diego Metro
- Region 8 – East Valley, Henderson, North Phoenix, Northwest Las Vegas, Scottsdale, Tucson, West Valley
- Region 9 – Hill Country, North Austin, West Houston
- Region 10 – Fremont, Monterey Coast, Redwood Empire, Silicon Valley
- Region 11 – Manasota, North Georgia, Port Charlotte, Sarasota, Treasure Coast
- Region 12 – Dallas

**\* 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 **OCTOBER 20, 2017**.

1. OTO (ortho-tolidine) reagent is cancer causing according to NIOSH and OSHA.  
A. True  
B. False
2. Water covers 75 percent of the earth, 97 percent is salt water and 3 percent is fresh water.  
A. True  
B. False
3. The goal of “perfectly balanced water” is to have a Saturation Index of 0.00  
A. True  
B. False
4. The most commonly used sanitizer and disinfectant in the swimming pool and hot tub industry is chlorine.  
A. True  
B. False

Name \_\_\_\_\_

Address \_\_\_\_\_

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Telephone Number (\_\_\_\_) \_\_\_\_\_

Chapter \_\_\_\_\_

Correct Answers: 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_

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

**Mail Entry to:**

**IPSSA Quiz, 10842 Noel Street, #107, Los Alamitos, CA 90720**

**Or Fax to: (888) 368-0432**

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



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# Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker

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

**Hey Ray:**

My customer wants me to drain

and re-fill their pool. A neighbor's home is on a natural spring and water is coming up thru the sewer lines and from underneath the foundation. I'm concerned that the pool may lift if we drain it. Do you have anything for the customer to sign that would help protect me from a claim or lawsuit?

**Answer:**

I think you are asking for a waiver and release form. A waiver and release is an agreement whereby a customer agrees not to seek damages from you in certain instances. It's important to know that a waiver may be unenforceable if a court reviews the form to

see if your customer truly understood the rights he relinquished and the potential damages he assumed. You could end up being responsible for the damages even with a waiver and it's therefore a mistake to accept high-risk jobs solely based on a customer signing a form. A better approach may be to refer the customer to a company that does reverse osmosis rather than draining the pool. The cost of reverse osmosis has dropped significantly and provides a good alternative to draining a pool in areas subject to a high water table or where draining into a sewer or street is not possible.

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September 15-17, 2017

**Registration Form**

**Dates:** Friday afternoon through Sunday afternoon, September 15 - 17, 2017

**Place:** Sly Park Rec. Area, Group Site #5, 4771 Sly Park Rd., Pollock Pines (off Hwy 50 & Sly Park Rd)

**Price:** \$40.00/per adult (age 14 & over) ~ \$20.00/per child (age 5-13) ~ Under 5 years, free

**What you get:** Camping for 2 nights, breakfast on Saturday & Sunday mornings, dinner and dessert on Friday and Saturday nights, crafts for the kids, campfires, swimming, horseshoes and many recreational activities.

**Featuring Pinewood Derby on Saturday**

Official Pinewood Derby Car Kits available: Contact George Stevenson (916) 863-1700 or hotwaterworks@hotmail.com for purchase and more info.

**Camping Space is Limited! Submit your Registration Form ASAP!**  
Send in Registration Form by 8/26/17 - Refund available until that date

~~~~~ \$5.00 discount per adult if registered & paid by May 3, 2017 chapter meeting! ~~~~~

Need More Info: General Info: Jack Emlay at [jjemlay@comcast.net](mailto:jjemlay@comcast.net)  
Reservations: Shaleen Stevenson at [hotwaterworks@hotmail.com](mailto:hotwaterworks@hotmail.com)

Names of all campers: \_\_\_\_\_

Contact person e-mail address: \_\_\_\_\_ Phone: \_\_\_\_\_

Free T-Shirt for every registered & paid camper by 8/26/17 **List Quantity:** Adult Sizes: Sm \_\_\_ Med \_\_\_ Lg \_\_\_ XL \_\_\_  
2XL \_\_\_ 3XL \_\_\_ Child Sizes: 18-20 \_\_\_ 14-16 \_\_\_ 10-12 \_\_\_ 6-8 \_\_\_  
(Adult t-shirt sizes available in tank tops: Please make a note with "T" above size)

\_\_\_ # of Adults @ \$40.00 each - Saturday use only \$25.00 each  
\_\_\_ # of Children Ages 5 - 13 @ \$20.00 each - Saturday use only \$15.00 each  
\_\_\_ # of Children under 5 years of age, FREE  
\_\_\_ I'll be in a trailer (Length: \_\_\_ ft.) I'll be in a tent: How many tents and size? \_\_\_\_\_

**Make Checks Payable To: Capital Valley IPSSA & mail with Registration Form to:**  
Shaleen Stevenson, 5228 Wagon Way, Fair Oaks, CA 95628

**3rd Annual Tri-Valley IPSSA Golf Tournament**

**Fri. September 15, 2017**

**Callippe Preserve Golf Course**  
8500 Clubhouse Dr., Pleasanton, CA

**Join us for a GOLF Scramble & Dinner**  
**Fun, Prizes, & More!**  
**2-Man Scramble Format**  
**Shotgun Start at 1:00pm**

**All proceeds go to a great cause**  
**"Josh the Otter Water Safety"**

Registration starts at noon

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

See Registration form for more details.

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PHOENIX, AZ (602) 569-3177  
TUCSON, AZ (520) 887-1100

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DALLAS, TX (972) 243-6006  
HOUSTON, TX (281) 894-7071  
RICHLAND HILLS, TX (817) 284-1600

## Pleatco newly appoints Scott Gleason as new VP Business Development

Pleatco is pleased to announce and welcome Scott Gleason as the new Vice President Business Development. Mr. Gleason will play a pivotal role in the development and implementation of business plans to support the continued growth and success of Pleatco, a leading manufacturer of pool and spa filtration products.

Scott joins the Pleatco team after his role as the National Sales Manager for Unicel for the past 16 years. He brings with him vast experience and knowledge of the pool and spa industry, and filtration products.

Howard Smith, CEO, states "We are very excited to welcome Scott to Pleatco. Not only will he bring a wealth of experience to our sales team, but also be a great ambassador for our brand as we concentrate our expansion both domestically and internationally. We recognize Scott's proven track record of success and look forward to having him represent Pleatco."

"I'm proud to be joining the Pleatco team. This is a great opportunity for me to advance professionally and contribute to the ongoing innovation and growth of the company" remarks Scott Gleason.

Scott enjoys all sports, boating, camping and playing golf and spending time with his wife and two daughters.

## 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!

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It's easy to enroll. Visit [www.ipssa.com](http://www.ipssa.com) and under the Resources tab click on Online

Continued on page 7



# Extend the season with a liquid solar product

By Chris Marcano

Chris Marcano is the Director of Training and Education for NC Brands, a manufacturer of pool and hot tub specialty chemicals in Norwalk, Conn., and Campbellford, Ont. Marcano has 16 years of experience in the industry and is a Certified Pool/Spa Operator® (CPO®) instructor, and a member of the education committee for the National Plasterers Council (NPC). He is also active on the Association of Pool & Spa Professionals' (APSP's) board of regents and is a local APSP chapter president. He can be reached via e-mail at [chris@nbrands.com](mailto:chris@nbrands.com).

Have you ever walked out to a pool to see water just steaming away? This process is called evaporation, and it occurs when a liquid becomes a gas or vapor. When we see steam coming off a body of water, it is generally because evaporation has increased due to the air temperature being much lower than the water temperature.

What pool owners don't realize is that heat loss and evaporation are very expensive! The Department of Energy states that 70% of total energy loss in a pool is due to evaporation.\* When pools lose water to evaporation, owners have to place a hose in the pool and top off water levels with their source water. In some cases, the contents of source water can cost a pretty penny with the necessary adjustments needed due to metal or phosphate content from the tap. Pool owners basically have to start the balancing process over again when they lose water to evaporation, which can be frustrating in addition to the additional expense incurred. Protecting pool water from evaporation is a cost-effective way to reduce these unnecessary top-offs and water chemistry adjustments.

The traditional solution to heat loss and evaporation has been to use a solar cover, which does significantly decrease heat loss and evaporation. Solar covers are especially great at the beginning of the season to help the water heat up more quickly. There are, however, some downfalls to using a solar cover that you often don't realize until you're the one wrestling to put it back on by yourself. They're bulky and tough to move, not to mention the additional dirt and debris you may be introducing to the pool when dragging a solar cover through the yard. For these reasons, pool owners should consider using a liquid solar product to help maintain heat and reduce evaporation in their swimming pools.

Liquid Solar products are a terrific, easy to use product that pool service professionals can recommend to their customers. These products provide an invisible liquid barrier at the surface of the swimming pool to help trap heat and reduce evaporation. Pool service pros can simply add it to the skimmer at a rate of 4 oz per 675 square

*Continued on page 20*

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## Pool School

Just ask your chapter president to schedule a presentation at your next monthly meeting to review all the new information in the 2016 edition of the IPSSA

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



# Celebrating 10 Years of rewarding excellence in the pool service industry

Pleatco launches the 2017 Perfect Pool Guy/Pool Gal Search with GENESIS and NSPF®.

Pleatco, LLC, a leader in pool and spa filtration products, and longtime co-sponsor GENESIS/National Swimming Pool Foundation®, today announce the launch

of the 2017 search for the best of the best pool and spa service technicians across the country, and extending as far as Canada and Europe. This year's search marks

the 10th anniversary of the contest. Since 2007, Pleatco and co-sponsors have been shining a spotlight on this segment of industry professionals who are more accus-

tomed to working in the shadows. The contest is an innovative way to honor the hard-working men and women of the pool and spa service industry.

"Over the past nine years of the contest, we've learned that being a professional pool or spa service technician is more than a job...it's a passion. Many homeowners treat their service guy or gal like family; it's a special relationship," says Pleatco CEO Howard Smith. "A pool or spa is an integral part of a home—a way to relax—and it's a place for a family to share time together. Homeowners trust their service professional to keep their 'backyard oasis' safe. The relationship with the homeowner is much deeper than that of the mailman or local handyman, in most cases. Essentially, the Perfect Pool Guy and Perfect Pool Gal are the unsung heroes of the neighborhood."

This year's Perfect Pool Guy and Perfect Pool Gal will each receive a trip for two to the International Pool | Spa | Patio Expo held in Orlando, November 2017. Both winners may attend the GENESIS Basic Pool Construction course free of charge (\$5,000 value) being held at the show. Winners (and finalists) will receive NSPF's AST Certification course (\$1,100 value) free of charge, also offered at the show. To celebrate with Pleatco the 10th anniversary of the contest, NSPF will offer their AST Certification course free of charge to ALL Perfect Pool Guy/Gal alumni. Add in a high-profile awards ceremony, gala dinner, nationwide advertising campaign and thousands of dollars of free Pleatco products, and you have an amazing incentive to nominate yourself or a colleague for 2017's Perfect Pool-Guy/Gal contest.

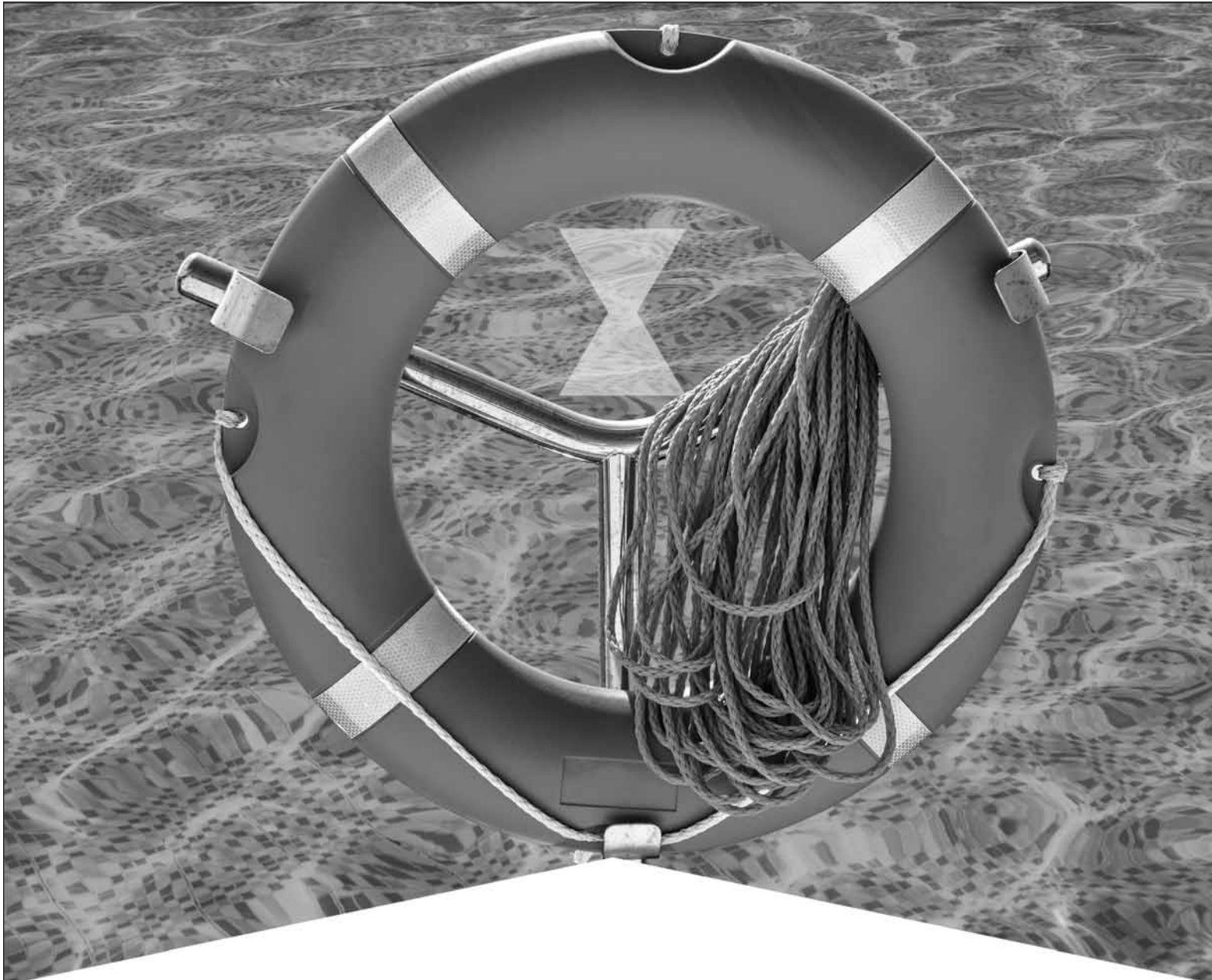
"The service industry is extremely important when it comes to helping owners fully enjoy and appreciate their pools," adds GENESIS Ambassador and co-founder Brian Van Bower. "Skip Phillips and I started our careers in pool service and it has always been near and dear to our hearts. We are proud to help honor our hard-working service professionals through the Pleatco contest!"

"We also are fortunate to be the co-sponsor of this wonderful contest. At NSPF we fully support initiatives that keep pools safer, keep pools open, and ensure more people can enjoy the water. We recognize the crucial role every pool service technician plays, we are honored to celebrate them, and we are pleased to offer our AST Certification as a major prize for each and every finalist, to nurture their continued growth," says NSPF CEO Thomas Lachocki, Ph.D.

With over 200 contestants, last year's entrants were as impressive as ever and the contest was coined by an industry reporter as the "Oscars of the Pool and Spa Service Industry."

"This year's theme is 'We're looking for a perfect 10!'" says Pleatco CMO Battista Remati. "This year celebrates the 10th anniversary of our search, and the amazing array of nominees and

*Continued on page 8*



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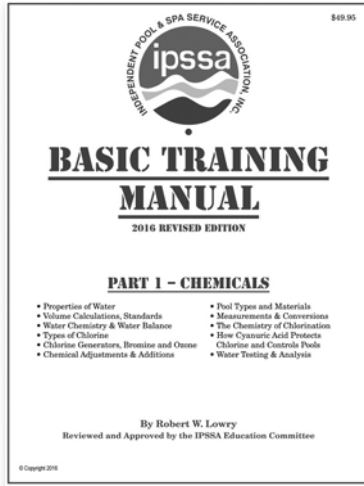


**INTERMATIC®**



# 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.



## Pentair Commercial introduces new ETi™ 400 high efficiency heater

The new ETi™ 400 high efficiency heater uses Titan-Tough™ pure titanium with a direct fire heat exchanger design that makes the heater highly corrosion resistant. This 400,000 BTU heater has a 96% thermal efficiency rating—the highest in its class. Built with ASME certified construction, the unit offers ultra-quiet operation and is easy to install both indoors



and out. Fast heat-up times and easy category IV venting and air intake plus offers 180° rotating control panel for left or right plumbing connection.

### IPSSA Rebate

*Continued from page 4*

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.



## 2017 Pool Industry Expo



REGISTRATION REQUIRED EXHIBIT HOURS: THURSDAY 5-8 PM, FRIDAY 2-6:30 PM, SATURDAY 11-3 PM

|                      | Portola                                                                                                       | Bonsai 1 & 2                                                                        | Bonsai 3                                                                   | Redwood                                                                              | Ironwood                                                             | Cottonwood                                                                               |
|----------------------|---------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------|--------------------------------------------------------------------------------------|----------------------------------------------------------------------|------------------------------------------------------------------------------------------|
| Thursday, 09/28/2017 | 1:00 to 3:00 PM<br>How to Succeed in Customer Service<br>David Hawes<br>H & H Pool Services                   | The Benefits of Using NSF Certified Test Methods<br>Industrial Test Systems         | Certified Pool Operator<br>Class Held Wednesday 9-5 PM and Thursday 9-5 PM | Stand Out Online and Win More Customers<br>Laura Nelson<br>Broadly                   | Electricity for the Service Pro                                      | Intellichem Set-Up And Programming<br>Pentair<br>Max-E-Therm Master Temp Troubleshooting |
|                      | 3:00 to 5:00 PM<br>Evolution of the Modern Pool + New Revenue Opportunities<br>Steve Arb<br>Natural Chemistry | Chlorine Free: Is it for me?<br>Nick Ransis<br>Clear Comfort                        | Wayne Ivusich<br>Taylor Technologies                                       | Mark Lynch<br>Rola Chem                                                              | Pentair                                                              | Sta-Rite/Pentair                                                                         |
| Friday, 09/29/2017   | 8:00 to 10:00 AM<br>CPR - Is Your Business on Life Support?<br>David Hawes<br>H & H Pool Service              | Basic Water Chemistry and Testing<br>Wayne Ivusich<br>Taylor Technologies           | Advanced Service Technician (Limited to 20 Students)<br>8 AM - 4 PM        | IXI VersaFlo<br>David VanSumer<br>Jandy/Zodiac                                       | Aqua-Rite Chlorine Generators (Salt) Install-Troubleshoot<br>Hayward | Hydraulics for Service Pro<br>Pentair                                                    |
|                      | 10:00 to 12:00 PM<br>What's New in the Pool Program<br>Jason Wise<br>Wise Software                            | 12 Myths about Water Maintenance<br>Wayne Ivusich<br>Taylor Technologies            | 8 AM - 4 PM                                                                | Zodiac Chlorine Generation<br>Alex Krajewski<br>Jandy/Zodiac                         | Variable Speed Pump: Install and Troubleshooting<br>Hayward          | New VSF Pump Programming<br>Pentair                                                      |
|                      | 12:30 to 2:30 PM<br>Business Roundtable Share Your Stories<br>David Hawes<br>H & H Pool Service               | Motor Repair and "Hybrid Motors"<br>Bob Raymond<br>Swimco                           | 8 AM - 4 PM                                                                | Web Based Controls<br>David VanSumer<br>Jandy/Zodiac                                 | Omnilogic: Install and Set-Up<br>Terry Arko<br>SeaKlear              | Variable Speed Pumps Overview<br>Pentair                                                 |
|                      | 2:30 to 4:30 PM<br>Variable Speed Motor Replacement<br>Randy Block<br>Regal Beloit                            | Pool School 101<br>David Allen<br>Allens Pool Care                                  | 8 AM - 4 PM                                                                | Polaris Pressure Side Cleaning / Polaris BBSQ Pump<br>David VanSumer<br>Jandy/Zodiac | Weird Water Solutions: The DROUGHT Edition<br>Terry Arko<br>SeaKlear | New ETi Heater Overview<br>Mike Childress<br>Pentair                                     |
| Saturday, 09/30/2017 | 8:00 to 10:00 AM<br>Safety for Pools<br>Dennis Chapman<br>Seq Aquatics                                        | PG&ES Certified Aquatic Equipment Installer Training Course<br>Michael Orr<br>FPSIE | Jonathon Nies<br>NSFP                                                      | Water Chemistry<br>Terry Arko<br>SeaKlear                                            |                                                                      | Easy Touch Programming "en espanol"<br>Carlos Gomez<br>Pentair                           |
|                      | 10:00 to 12:00 PM<br>Why Am I at Fault?<br>Ray Arosesty<br>Arrow Insurance                                    |                                                                                     |                                                                            |                                                                                      |                                                                      | Variable Speed Pumps Overview de Problemas "en espanol"<br>Carlos Gomez<br>Pentair       |

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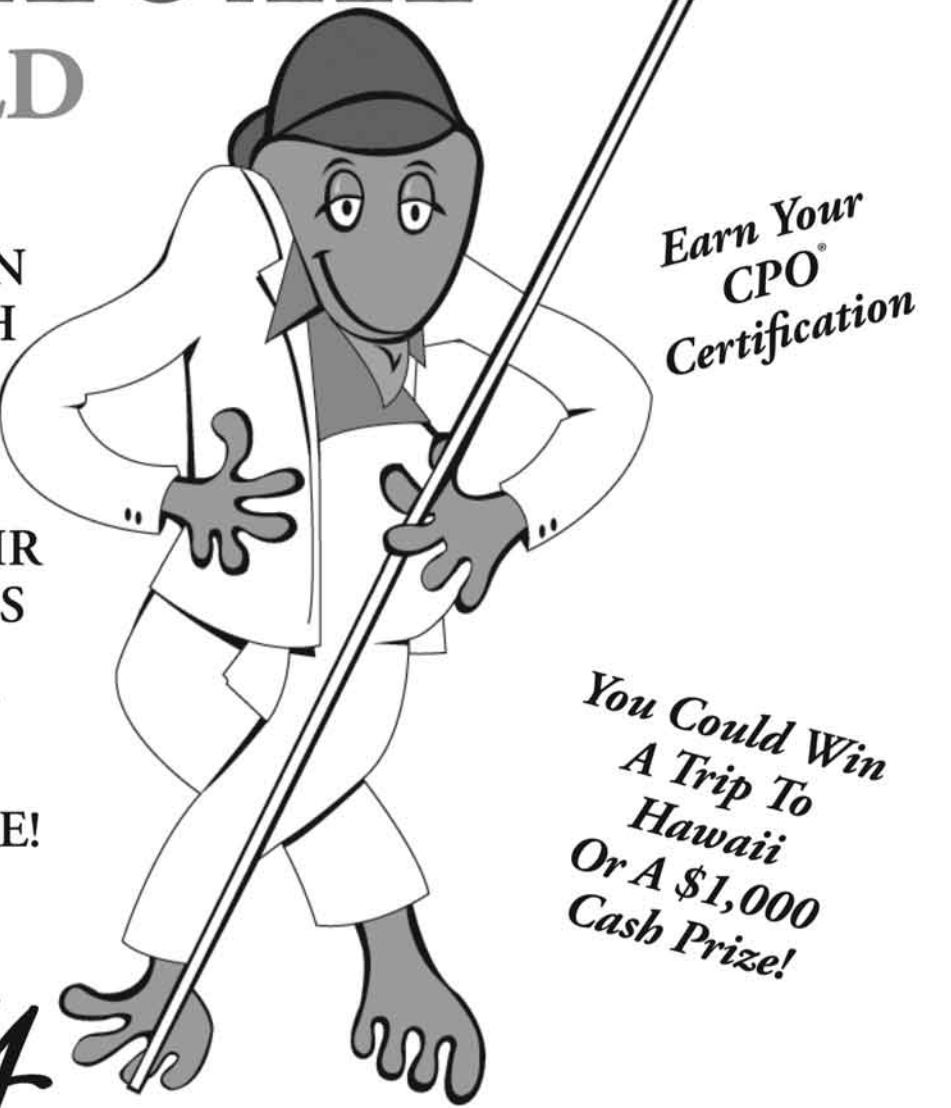
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## Celebrating 10 Years

Continued from page 6

winners who have wholeheartedly supported the contest over the years, which is something we are extremely proud of. We are looking forward to our best contest ever and urge everyone, even if they have entered in previous

years, to nominate either themselves or a colleague for the reward and recognition they so duly deserved.”

The contest opens July 17, 2017 and all entries are accepted online at Pleatco.com.

## California Capitol Report

Continued from page 1

swimming pool and spa industry if the outdoor water quotas are insufficient to support new pools and/or the replacement water needed annually to maintain a pool.

CPSA filed comments with the staff and legislators authoring these bills and, now that the legislature has returned, is lobbying in favor of

adding language to these bills which provide more options for pools and spas by providing water credits for hardscape and pool covers or at least requiring studies of these issues prior to rules being implemented on these topics in 2020.



And of course, that is only the

beginning. More taxes anyone?

The California Legislature has already passed bills this session that will significantly increase gas taxes, supposedly to pay for highway and road repair and construction. Waiting for a vote during these last few weeks of the session are more tax proposals that will affect folks in the swimming pool and spa industry as well as all Californians. One is SB 2, which would impose a \$75 tax/fee on real estate related documents that are recorded in order to provide funding for low cost housing. Such documents would include material or construction liens, however one important note is that the bill exempted recorded documents in connection with the purchase or sale of a home in order to gain support from the California Realtors Association.

Another significant bill just amended this week, SB 623, would impose a tax on all property parcels to pay for clean water. However, the bill exempts the agricultural industry that uses two thirds of all California water and contributes greatly to the chemicals in the water that must be addressed. By the way, agriculture groups support the bill!

We will continue to monitor and address all of this dangerous legislation in the coming weeks, and keep you up to date on them as they move forward. The CPSA is dedicated to protecting our members from unnecessary new laws that will hurt their businesses, and the end of this legislative session has shown that mission to be more important than ever.

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# Servicing automatic pool covers

*A thorough investigation will make auto cover service calls more effective and efficient.*

By Michael Shebek

Michael Shebek is president and owner of Automatic Pool Covers Inc., a manufacturer of automatic pool covers located in Westfield, Ind. He has more than 30 years of experience in the automatic cover industry. He can be reached at [mshebek@apc-mfg.com](mailto:mshebek@apc-mfg.com).

In general, automatic pool covers are quite reliable. However, as with any piece of equipment, the system will require maintenance at some point. Some of these maintenance issues are foreseeable—small wear and tear or general upkeep issues, for example. Other issues, however, are

unexpected. This unanticipated service can fall under two categories—electrical or mechanical.

Most service requests from pool cover owners amount to, “My cover doesn’t work, please come over and fix it.” Obviously, this type of call doesn’t provide much insight into the problem or help diagnose the issue. Service professionals must take it upon themselves to do a thorough onsite assessment of the situation at the job site in order to identify the problem and provide solutions, likely without much help from the pool owner.

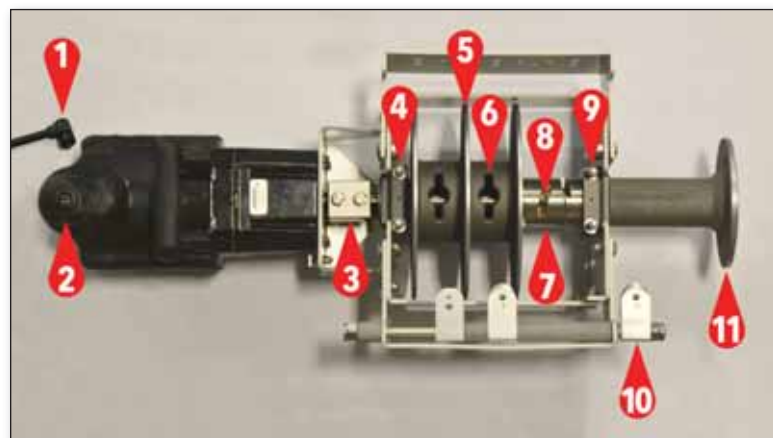
This article will focus on fast,

accurate, point-by-point evaluations a service technician can use to find a solution to any automatic pool cover problem.

### Step one: Evaluating the pool cover site

Every service request must start off with a five- to ten-minute evaluation of the entire pool cover site. In those early moments, service technicians should focus less on getting the problem fixed hurriedly and take an investigative approach before handling any equipment. By operating the cover before evaluating the site, a technician might cause further damage to the system. Secondly, more often than not, the quick-fix approach will only address the symptom of the problem, not the underlying cause. When entering the pool area, technicians should walk around the entire pool cover and perform the following tasks:

- inspect the touch pad or key switch, to ensure power is on;
- examine the surface of the pool cover for debris, such as leaves or water;
- check the pool water level to see if it is particularly high or low;
- inspect the pool cover and webbing for signs of deterioration;
- study the housing lid, looking for interference with the vinyl cover;
- examine the tracks and track pulleys for signs of wear and tear; and
- check the status of the lead



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A step-by-step guide to diagnosing mechanical issues on the motor end of the drive system.



As part of the inspection process, technicians need to ensure proper tension on the rope reel tension blocks.

bar (the front edge pulls the cover closed).

After performing this cursory inspection, the technician should notify the customer if a problem is noticed above and beyond the customer’s request. Proactive communication with the customer will promote a positive relationship with the client and increase credibility during the time spent at the job site. By following these inspection procedures, technicians will have a much better understanding of the pool cover situation before the real work begins.

### Step two: Diagnosing electrical issues

Sometimes the most obvious problem can be answered with the simplest question: “Is there power to the pool cover?” The quickest way to test for power is to use an electrical tester pen. When held against power cords, it will illuminate to indicate whether power is present. Not only are these devices handy, they are also affordable; they typically cost less than \$10. As such, they are a must have for any service technician. If no

*Continued on page 16*

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“We find that most people are looking for a career path and education helps to provide that,” states Darrell Doust, Poolwerx Chief Operating Officer, NSPF ASTM Certified Instructor, and returning WAHC attendee. “Education also assists in attracting new young people to our industry, because the younger generations are very interested in advancement and what’s next. They want to be trained, and the WAHC educational offerings assist in providing that training.”



Ryan Avery



Amy Posey

Keynote Speaker Ryan Avery, the youngest world champion of public speaking in history, will open the WAHC on Thursday, October 19. During the presentation “Connect More. Convince

*Continued on page 18*

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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.

proper renovation work while examining images that will inspire, illustrate, and explain the key topics.

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## Servicing automatic pool covers

Continued from page 10

power is present, the problem might be solved in the first five minutes—a tripped ground fault interrupter (GFI) circuit breaker.

If this is not the case, the path of power (or reverse path of power) should be followed. The technician should start at the electrical box to see if the breaker is on. If it is, he or she should continue to look for power at the next

connection, usually a junction box near the motor or controller. Each location should be investigated until the location of the breakdown has been determined. The ultimate goal of this process is to determine whether the problem at hand is an electrical issue or an electrical component issue, either the controller or motor.

Next, the controller should be

gently operated to see if the motor shaft is able to move in both forward and reverse. If it moves in both directions, but the cover does not, the technician is dealing with a mechanical issue. If this is the case, he or she can skip further electrical diagnosis. If the shaft does not move and the motor still has no activity, it is time to move on to the next step.

Electrical issues are not always the motor or controller components, but can be attributed to wiring and/or connections between these components. These connection locations are usually the most difficult electrical problems to diagnose and repair. When all else fails, all connections at junction boxes and components need to be reconnected. If all of the above steps have failed, the problem lies within the motor or controller. Of course, since each manufacturer's product is different, technicians should consult the manufacturer or its manual for repair details.

### Step three: Diagnosing mechanical issues

While it is important to remember each manufacturer's system is unique, these checkpoints are the best starting point for any technician looking for a mechanical issue with an automatic cover. After the housing lid has been removed, the motor end of the drive system needs to be checked using the following steps:

1. Check for secure electrical connection to motor. Whether the motor is quick-connected or hard-wired, the connection must be secured.
2. Check for broken or loose motor coupler bolts. Broken bolts are an indicator of other problems, not necessarily the main cause of a cover not operating. These bolts are not designed to break, but will

fracture if put under an inordinate amount of torque over a prolonged period of time.

3. Check for proper tension on rope reel tension blocks. The technician needs to ensure there is enough tension on the rope reels to make turning them by hand somewhat difficult.

4. Check for tangled or broken ropes. If ropes are tangled, it is very likely due to a lack of tension on the rope reel tension blocks (see step #3). In this case, the technician must first untangle the ropes and go back to step #3 to prevent a recurrence. The ropes should then be inspected for exterior wear or diameter inconsistency. Ropes should always be 1/4 inch (0.25inch) in diameter. Any part of the rope less than 1/8 inch (0.125 in.) in diameter is showing signs of internal wear and should be proactively replaced at this time. If the rope or ropes need to be replaced, the technician should check with the individual manufacturer for replacement instructions, as each has different guidelines on replacement procedures.

5. Check for a broken drive pin. While some older systems might have a shear pin, technicians should not confuse this with the present drive pin. Today's drive pins are made of hardened steel and should not break, but should be checked regardless.

6. Check the shifting dogs (or  
*Continued on page 19*



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### WAHC

*Continued from page 12*

Less" attendees will learn how to educate and inspire in order to get more people in the water. Mr. Avery will also host a Thursday workshop "Stop Being A Leader, Start Being THE Leader," which will help industry professionals establish strategies to become THE leader.

Neuro Facilitator Amy Posey, Keynote Speaker on Friday, October 20, will present on utilizing neuroscience to facilitate brain-friendly communication. Attendees may also join Ms. Posey and 2016 WAHC Keynote Speaker Wallace J. Nichols, author of Blue Mind, for a workshop during the Health Benefits track Neuroscience of Leadership.

The new WAHC track, Training for Business Growth, will spotlight four sessions led by successful leaders representing various fields of the industry. This track will benefit anyone interested in advancing his or her career in the pool industry. Pool service technicians, pool operators, CPO® Certification holders, ASTCM Certification holders, staff trainers, pool builders / designers / renovators, and NSPF Instructors will all gain insight from the unique sessions.

CMAHC's Biennial Vote on the Code Conference will return this year, October 17-18, from 8 am to 5 pm. CMAHC members may take part in the process of reviewing the 180 Change Requests received for the CDC's Model Aquatic Health Code. Vote on the Code is the perfect time for attendees to make their voice heard and witness real change in the field, fostering a better environment for swimmers and professionals. Attendees who register for both the CMAHC and the WAHC receive a \$50 discount. Visit [cmahc.org](http://cmahc.org) to register or learn more.

Aquatic Therapy Day will return for a second year, as well. On Wednesday, October 18, Physical Therapists (PTs) and Physical Therapist Assistants (PTAs) may attend the eight hour hands-on training for \$199. Recent research advocating aquatic therapy for individuals with low back, neck, shoulder, and chronic pain will be discussed, followed by a four hour warm water lab. The all-day session is hosted by Aquatic Therapy University's Andrea Salzman, MS, PT, and attendees may earn eight Continuing Competency Units (CCUs), pre-approved in 30 states.

Swimming pool service technicians will have an opportunity to advance professionally in leadership and service AND save \$150 during a Pre-Conference Event. The Classroom Session of NSPF's new Advanced Service Technician™ Training Course will take place on Wednesday October 18, from 8 am to 5 pm. Achieving ASTCM Certification delivers numerous competitive advantages for service technicians and their companies through the unparalleled training and knowledge it provides.

New this year, the Indoor Air Quality Panel Discussion is scheduled for lunchtime on Friday, October 20. The panel will include leaders from Anderson Poolworks, Paddock, Desert Aire, Councilman-Hunsaker, and Water Technology, Inc., and will focus on how the

*Continued on page 20*

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## Servicing automatic pool covers

Continued from page 16

shifting gears) for accurate alignment. If the shifting dogs do not engage each other, the pool cover cannot move. This misalignment is more common on older systems and more rare (though still possible) on newer ones. A few common reasons the dogs do not engage are possible corrosion or a burr on the drive shaft, preventing a complete shift of the double dog from one side to the other. If that is the case, the two motor coupler bolts can be easily removed, allowing the technician to lift the mechanism out of the frame, file or replace the shaft and re-install the mechanism, all in about five minutes.

7. Check for proper tension on

the roll-up tube tension blocks. The tension blocks for the rollup tube prevent the tube from free spinning. As with the tension blocks for the rope reel, the roll-up tube should be somewhat difficult to move by hand when the bolts have the proper amount of tension.

8. Check for worn pulleys. This can either be done manually or by gently activating the controller and observing the effectiveness of the pulleys while the rope passes through them. There are typically six pulleys on every pool cover system. Three are located on the motor side of the drive system; one is located at the end of the tube, on the side opposite the motor; and two are located at the

end of the tracks (one per track side). The two track pulleys are not easily seen and often overlooked by inexperienced service technicians. A great pool cover service technician must inspect these track pulleys and change them every five to seven years.

### Additional inspection items

If present, the torque limiter should also be checked. Newer systems have electronic torque limiters (ETL) that do not require lid removal to make an adjustment; they are easily adjusted from a touch pad. Mechanical torque limit (MTL) systems require torque adjustments over the life of the system.

Some of these MTL systems

can be adjusted under the lid using wrenches.

Technicians should also check for ropes pinched in lid support brackets. With the popularity of stone or concrete lids, this inspection step is becoming much harder to perform, due to the added weight of these trendy materials.

Companies should keep this in mind when they install stone or concrete lids.

The frame, rope reels and end casting should also be checked for corrosion, particularly as salt generators become increasingly popular in the pool industry. Newer

Continued on page 20

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## Servicing automatic pool covers

Continued from page 19

automatic cover drive components are anodized or made from stainless steel to prevent wear, but older systems may not be protected. If white material is present on drive components, all components should have corrosion removed before reinstallation.

Finally, technicians should check for debris inside the roll-up housing, which can cause interference with the vinyl. Occasionally, the strangest items find their way into cover housings. Experienced technicians tell eye-opening stories of everything from swim noodles, skimmer lids and bathing suits to raccoons, snakes and other assorted wildlife. These items will cause the cover to bind up while trying to open, so technicians need to keep their eyes open and stay vigilant.

### A thorough approach

By spending five to ten minutes evaluating the entire pool area and methodically following the proper diagnostic steps, a pool cover technician's time on site can be more efficient and effective. Of course, all this is moot if he or she does not communicate well with the customer. If any major components need to be repaired or replaced, technicians need to explain the problem and present the pool owner with options. Then, once a course of action has been decided upon and repairs have been completed, the technician must communicate one more time, to make sure the owner knows what has been accomplished and answer all of their questions. That's what turns a service call into a great customer experience.

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## WAHC

Continued from page 18

industry can help reduce chlorine by-product exposure to swimmers, coaches, and patrons of indoor aquatic environments. Architects, designers, manufacturers, builders, facility management, environmental health officials, and academia are encouraged to attend to further improve the indoor swimming environment.

Register for the WAHC today and join aquatic leaders from around the world to promote the growth and professionalism of the industry. To learn more about the WAHC, review this infographic and visit [thewahc.org](http://thewahc.org), or email [conference@nspf.org](mailto:conference@nspf.org).

## Extend the season

Continued from page 5

ft of surface area with the circulation system running and let it get to work. Think of this product like putting a lid on a pot of boiling water. Its purpose is to reduce heat loss and evaporation, and it works even when bathers are swimming in the pool. That is the number one difference between a physical solar cover and a liquid product—a cover does nothing if it's sitting bunched up in your backyard, or if someone forgets to put it on when the temperature drops on a cool night. Liquid solar products can even be used along with physical solar covers for maximum coverage.

Water is a precious resource that we all must work to preserve. The reduction of evaporation helps to conserve water in backyard swimming pool environments and reduces the amount of topping off pool owners need during the season. Save your customers' water, money and energy by recommending a liquid solar cover be included in their weekly pool program.

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

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 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  
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**EAST BAY**  
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 Pres. David Luthy (510) 435-5252  
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**NORTH ORANGE COUNTY**  
 Second Wed., 7 p.m., Graziano's Italian Restaurant,  
 17487 Imperial Highway, Yorba Linda  
 Pres. George Bonilla (714) 349-3326  
 gbpsinc@ymail.com

**ORANGE COAST**  
 Last Monday, 5 p.m., Carrow's Restaurant  
 Warner & Magnolia, Huntington Beach  
 Pres. Tom Honrath (714) 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  
 mangopoolspa@verizon.net

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

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

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

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

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

**TEMECULA/MURRIETA**  
 Third Wed., 7 p.m., Pat & Oscar's  
 29375 Rancho California Rd., Temecula  
 Pres. Jack Delaney (951) 674-6318

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

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

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

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

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

**SAN DIEGO**  
 Third Wed., 7 p.m., 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 Sweeney (619) 244-0496  
 bernypoker@hotmail.com

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

**REGION 8 (SOUTHWEST)**  
**B.O.R.D. Member: Mike Lee**  
 (480) 786-0687  
 E-mail: mounainsidepools@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. Logan's Roadhouse,  
 1141 Interstate 35 Frontage Rd, San Marcos  
 Pres. Jim Stearns (832) 278-9192  
 stearns\_pools@aol.com

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

**NORTH AUSTIN:** Second Tues., 6 p.m., Cedar Park  
 Library, 550 Discovery Blvd.  
 Pres. Ken 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.  
 Palenque Grill, 389 North Loop 1604 W, San Antonio  
 Pres. Flash Rose (210) 241-7548  
 flashpoolservice@sbcglobal.net

**WEST HOUSTON:** Second Mon., 7 p.m.  
 Spring Creek BBQ, 21000 Katy Freeway, Katy  
 Pres. Bill Williams (832) 593-6299  
 poolmaxxinc@gmail.com

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

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

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

**MONTEREY COAST:** Fourth Wed., 7:00 p.m.,  
 Holiday Inn Express, 1855 Main Street, Watsonville  
 Pres. Terry Page (831) 297-2215  
 pinnaclepools@sbcglobal.net

**REDWOOD EMPIRE (Marin Co.)**  
 Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,  
 320 N. McDowell 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@tampabay.rr.com

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

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

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



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www.hasapool.com  
Mary Flynn / maryflynn@hasapool.com  
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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.



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www.pleatco.com  
Battista Remati  
516-609-0200  
pleatco@gmail.com  
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www.poolcorp.com / 818-645-8479  
Danny Cervantez  
daniel.cervantez@poolcorp.com  
Service industry related



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



**ABCANA INDUSTRIES**  
www.abcanaindustries.com / 619-444-9900  
Jesus A. Felix / jesusf@abcanaindustries.com  
Gabriel Gurmilan / gabrieltg@abcanaindustries.com  
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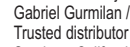
**AQUASALT LLC**  
www.aquasalt.com / 713-877-2616  
Susan Flowers / 866-549-POOL x7665  
sflowers@aquasalt.com  
Salt for chlorine generators.



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



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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.



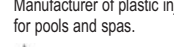
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Mike McBride / mmcbride@sensafe.com  
George Bailey / gbailey@sensafe.com  
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Joseph Laurino / jlaurino@periodicproducts.com  
David McLaren / dmclaren@periodicproducts.com  
Manufacturer of CuLator products.

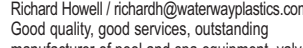


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Alan Smith / alan@alansmithpools.com  
Dave Huiberts / 714-628-9494  
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Janet Webster / 817-598-1969 / www.deckoseal.com  
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Jay Bertschy / jay@ncbrands.com  
Jamie Novak / jamie@ncbrands.com  
Chemical manufacturer.



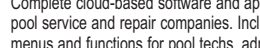
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Cheryl MacLennan / cmaclennan@poolcoversinc.com  
Claire King / cking@poolcoversinc.com  
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Tom Falvai / tommy@poolroutepros.com  
Tommy has been in the pool business since 1980 with hands-on experience in service and repairs, specializing since 1995 in pool route sales and consulting.



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



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



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

## ASSOCIATE MEMBERS

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

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Greg Garrett / greggarrett@hotmail.com  
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www.aquanovus.com  
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Kermit Monzingo / k.monzingo@aquanovus.com  
Pool filtration

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Molly Friar / mfrifar@warmwater.com  
Dave Sizelove / dsizelove@warmwater.com  
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Mike Ramey / mjramey@blakesales.net  
John Grucky / john.grucky@blakesales.net  
Products which we represent

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Jim Morrison / jim@chemquip.com  
Greg Durkee / gdurkee@chemquip.com  
Pool & Spa Distributor

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Dale Cisco / dcisco@chemlink.com  
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Clint Cramer / clint@cramerpcpa.com  
Jay Lang / 916-864-4272  
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Todd Wilson / twilson@easycarewater.com  
Jan Dill / jdill@easycarewater.com  
Rosemarie Arenas / rarenas@easycarewater.com  
Manufacturer of water treatment chemicals

**ENGLISH POOL CONSULTING**  
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Rick English / rick@english.net  
Cindy English / cindy@english.net  
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www.h2flow.net  
419-841-7774  
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