

IPSSA annual leadership seminar scheduled for February 4

February 4, 2012 is the date to save, for IPSSA's, annual leadership seminar at the Hyatt Regency Newport Beach.

Details on the leadership seminar have been mailed to all chapter presidents. Everyone is welcome and encouraged to participate in this excellent program, designed to give you all the information you need to run a successful chapter.

Even if you've attended before, there will be new information presented that will be of value to your chapter. Please note, however, that all newly elected chapter presidents and

treasurers (those who were elected this fall) are required to attend. Otherwise, your chapter will be fined \$250 for each officer who fails to attend. Even if you served as president or treasurer before, if your chapter held an election this fall and you were elected, you are required to attend.

Following the leadership banquet will be a casino fundraiser benefiting SPEC and the IPSSA scholarship fund, plus the always fun leadership banquet.

Registration details are posted at www.ipssa.com under the Resources and Links tabs.



USMC Corporal Isaac Blunt, injured by a landmine in Iraq in June 2011, received funds from the IPSSA Escondido chapter (represented here by Manny Estrada) through the Wounded Warriors program. See the story on page 14.

Pentair offers incentive program for IPSSA

By Steve Zorn

Steve Zorn is California regional sales manager for Pentair.

All of us at Pentair Water Pool and Spa, Inc. (Pentair) appreciate the support of the IPSSA membership. We are pleased to offer IPSSA a rebate incentive based on the individual product purchases of each member.

Pentair will reimburse IPSSA one dollar (\$1.00) for each whole good that a member purchases throughout the year. The listing of qualifying whole goods are the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heat pumps, cleaners, automation systems, IntelliChlor and colored lights.

In order for IPSSA to receive payment each member must register individually on the Pentair-IPSSA Incentive Program Registration Form (Available on the members-only page of www.ipssa.com). This will allow Pentair to monitor and collect electronically from participating

distributors purchase details, or direct from the member purchases for the rebate accumulation.

If a member does not register, their purchases will not qualify and cannot be added later.

The Pentair Incentive Program dates reflect purchases made from March 1, 2011 through September 30, 2011 for Year One and October 1, thru September 30, 2012 for Year Two.

This program does not affect any member purchases that may also currently be individually enrolled in our PIP program.

If dealers have any questions regarding the program, please have them dial 800-693-0171 and speak with their Program Coordinator.

Dick Nichols, IPSSA's chief financial officer commented, "This partnership is a perfect match between the largest swimming pool service organization and the largest manufacturer of pool products. The funds generated will be used for IPSSA's continuing education and research programs."

California Capitol Report

Construction Coalition meeting report

By John Norwood

John Norwood is president of the California Spa and Pool Education Council (SPEC), www.calspec.org.

The Construction Enforcement Coalition, of which SPEC is a member, held its latest meeting November 9th. In addition to approximately 50 attendees representing construction industry and labor groups, the following agency chiefs were in attendance to present the status of implementation of the Labor Enforcement Task Force and field questions: Christine Baker, acting director, Department of Industrial Relations (DIR); Simon Ramsubhag, underground operations chief, Employee Development Department (EDD); David Fogt, enforcement chief, Contractor State License Board (CSLB); and Eric Weirich and Rick Plein, Fraud Division, Department of

Insurance (DOI).

Acting director of DIR, Christine Baker, was the first agency chief to speak. She provided updates on a number of important steps the agency is taking to enhance enforcement efforts. Baker reported the Governor has endorsed the reorganization of the Economic and

Employment Enforcement Coalition (EEEC) unit. The unit will retain the same number of enforcement personnel from multiple agencies, but will be under the DIR, not Labor & Workforce Development Agency (LWDA). It

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See related story, page 7

Things to do in January

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

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Transworld collection service to terminate in January

Unfortunately, the agreement with Transworld Systems, Inc. will terminate January 13, 2012.

For members who currently are enrolled with Transworld Systems, you will be able to submit claims, on or before January 13, 2012. Effective immediately, new member enrollments no longer will be accepted.

If any of you have any questions, feel free to contact Kurt Schuster, chair of the IPSSA Member Benefits Committee at 602-488-7335 or badgerpool@yahoo.com.

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THE IPSSAN

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Deadline for submission of articles is the 15th of each month. Material submitted late will be considered for the following month.

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Edward Baeza wins the November Education Corner quiz Ken Cordero is the big annual winner for 2011

Edward Baeza, a member of the IPSSA Santa Barbara chapter, was selected randomly among all of the correct entries for the November Education Corner Quiz and will receive an IPSSA sports watch. All correct entries submitted during 2011 were eligible for a big drawing at the end of the year for more IPSSA logo items. Ken Cordero, a member of the San Antonio chapter, is the big winner for 2011! Congratulations!

The correct answers for the November quiz are: 1) Removing water from a vinyl-liner pool causes the liner to contract. A) True; B) False. *The correct answer is A) True.* 2) 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.* 3) 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.* 4) between free available chlorine and total chlorine. A) True; B) False. *The correct answer is A) True.*

Calendar of Events

Jan. 12-13	CPO Class Superior Pool Products, Anaheim, California www.anotherperfectpoolnews.com/cpo
Jan. 18	IPSSA Region 5 HOTT Show Phoenix Club, Anaheim, California www.hottshow.com
Jan. 19-22	Desert Pool & Spa Show Phoenix Convention Center, Phoenix, Arizona www.dps-show.com
Jan. 26-28	CPO Class SCP, San Diego, California www.anotherperfectpoolnews.com/cpo
Jan. 28	IPSSA Region 7 22nd Annual Table Top Show Four Points Sheraton, San Diego, California www.region7tabletop.com
Jan. 29 – Feb. 1	Southeast Pool and Spa Show Cobb Galleria Centre, Atlanta, Georgia www.southeastshow.com
Feb. 3	IPSSA Board of Regional Directors Meeting Hyatt Regency Newport Beach, Newport Beach, California info@ipssa.com
Feb. 4	IPSSA Leadership Seminar and Banquet Hyatt Regency Newport Beach, Newport Beach, California info@ipssa.com
Feb. 9-10	CPO Class Superior Pool Products, Anaheim, California www.anotherperfectpoolnews.com/cpo
Feb. 15	IPSSA Region 6 16th Annual Tabletop Show University of Redlands, Redlands California Jim Ciccone, 951-707-4087
Feb. 23-24	CPO Class SCP, Riverside, California www.anotherperfectpoolnews.com/cpo
Feb. 24-25	Orlando Pool and Spa Show Orange County Convention Center, Orlando, Florida www.floridapoolpro.com
March 1-2	CPO Class El Monte Aquatic Center, El Monte, California www.anotherperfectpoolnews.com/cpo
March 1-3	Southwest Pool and Spa Show Marriott River Center, San Antonio, Texas www.swpoolandspashow.com/
March 7-9	National Drowning Prevention Symposium Hyatt Mission Bay, San Diego, California www.ndpa.org
March 8-9	CPO Class Superior Pool Products, Anaheim, California www.anotherperfectpoolnews.com/cpo
March 15-16	CPO Class at Western Pool and Spa Show Long Beach Convention Center, Long Beach, California www.anotherperfectpoolnews.com/cpo
March 15-17	Western Pool and Spa Show Long Beach Convention Center, Long Beach, California www.westernshow.com
March 29-30	CPO Class SCP, San Diego, California www.anotherperfectpoolnews.com/cpo
April 12-13	CPO Class Superior Pool Products, Anaheim, California www.anotherperfectpoolnews.com/cpo
April 19-20	CPO Class El Monte Aquatic Center, El Monte, California www.anotherperfectpoolnews.com/cpo
April 26-27	CPO Class SCP, Riverside, California www.anotherperfectpoolnews.com/cpo

WELCOME NEW MEMBERS!

REGION 1 – West Placer: Cody Gleason. . . **REGION 2 – Ventura:** Scott Snow. . . **REGION 3 – Diamond Bar:** John Nesmith. . . **REGION 5 – Surf City:** Tim Ledbetter. . . **Tustin/Irvine:** Bob Uyeda. . . **REGION 6 – Temecula/Murrieta:** Joshua Kane. . . **Ontario/Rancho Cucamonga:** Sean Weiland. . . **REGION 8 – VIPS:** E. J. Webber. . . **REGION 9 – Houston:** Keith Henderson, Bryan Norris. . . **REGION 11 – Sarasota:** Frank Faber. . . **North Georgia:** Eric R. Hooper

*** WIN AN *
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Sports Watch**

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 an IPSSA watch. 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, 2012.**

1. A pool is said to be "in balance" when the pH, alkalinity, calcium hardness, TDS and temperature are all within the recommended ranges.

- A. True
- B. False

2. The basic things that we need to test in the water are:

- A. pH and alkalinity
- B. Sanitizer and calcium hardness
- C. Sanitizer and alkalinity
- D. All of the above

3. A gallon of muriatic acid (hydrochloric acid 31.4%) is equal to how many pounds of dry acid (sodium bisulfate)?

- A. 2.5
- B. 3.5
- C. 10.0
- D. 5.0

4. Total alkalinity does not affect the speed of pH change in the water.

- A. True
- B. False

Name _____

Address _____

City _____ State _____ Zip _____

Telephone Number (____) _____

Chapter _____

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

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

Mail Entry to:

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

Or Fax to: (888) 368-0432

Entries for this month must be received by FEBRUARY 20, 2012.

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Highlights of November 5, 2011 IPSSA Management Company Board of Directors Meeting

CALL TO ORDER - The meeting was called to order at 9:05 a.m. by Schuster. A quorum was present.

MINUTES - MSC to approve the minutes of the August 13, 2011 meeting, as written.

FINANCIAL REPORT - Cramer reported that for the period ending September 30, 2011 there was \$175,224 in income, \$186,655.89 in expenses for the general fund, with a net deficit of \$11,432.16. Assets were \$835,713.76, liabilities were \$765,351.11, and equity \$70,362.65. MSC to approve the 2012 budget as presented, which includes a \$4.00 allocation from dues for IPSSA Management Company.

INSURANCE REPORT - Arouesty reviewed highlights of recent claims. The claim regarding the defective Rola Chem unit has settled and the company has informally indicated it will name IPSSA members as additional insured parties in the event of future claims.

Arouesty provided a sample letter for members to give to customers that have chemical feeders advising them of risks and alternatives. New lower rates for remodel work will go into effect January 1, 2012. The premium is \$22.90 per month per company, plus taxes, regardless of the amount of remodeling work. Effective April 1, the insurance premium will increase by 5% premium increase. This will be approximately \$2.25 per member, per month (plus applicable state tax). New coverage will be included in the policy, including \$5,000 in coverage for medical expenses as a result of on-the-job injury and \$5,000 for replacing lost keys. Arouesty discussed the possibility of a 10% insurance premium discount for larger companies. This will be referred to the Member Benefits committee for review. New commercial truck insurance is available in Texas and Florida.

ADJOURNMENT - The meeting adjourned at 9:35 a.m.

Highlights of November 5, 2011 IPSSA Inc. Board of Regional Directors Meeting

PRESENT - David Durkin, Region 1 Director; Charles Dudley, Region 2 Director; Elias Duran, Region 3 Director; Adam Morley, Region 4 Director; Bob Luedtke, Region 5 Director; Nathan Smith, Region 6 Director; Chuck Gough, Region 7 Director; Kurt Schuster, Region 8 Director; Phil Sharp, Region 9 Director; Dick Nichols, Region 10 Director; Todd Starner, Region 11 Director; Vickie Lester, CAE, Executive Director; Clint Cramer, CPA, Financial Office; Ray Arouesty, Arrow Insurance Service; Jeff Theders, Region 5 Director-Elect; Joe Lukacik, Region 7 Director-Elect; Jim Jacobsmeyer, Region 9 Director-Elect

GUESTS - Alex Antoniou, National Swimming Pool Foundation; Steve Donohoe, NSPF Liaison; Peter Haverlation, San Fernando Valley Chapter, Region 3; Mark Lyons, Santa Clara Valley Chapter, Region 10; Eric Nielson, San Fernando Metro Chapter, Region 3; Lance Sada,

NPIRC Liaison; Terry Snow, SPEC Liaison;

CALL TO ORDER - The meeting was called to order at 9:45 a.m. by Schuster, followed by self introductions. A quorum was present.

CONSENT AGENDA - MSC to approve the consent agenda, which included minutes of the August 13, 2011 meeting.

FINANCIAL REPORT AND CENSUS - Cramer reported that for the period ending September 30, 2011, there were \$490,254.72 in revenues and \$517,829.59 in expenses for the general fund, with a net deficit of \$23,109.34. Assets were \$644,026.87, liabilities were \$2,205.40 and equity \$641,821.47. The Scholarship Fund took in \$18,707.66 in revenues (including interest) and had \$8,493.00 in disbursements, with a net balance of \$191,728.12. The reserve fund balance is now \$439,830.48. The September 30, 2011 membership census shows a total of 3,629 members.

NEW BUSINESS - MSC to add to the agenda under Member Benefits an exclusive endorsement agreement for Arrow Insurance Service. MSC to add to the agenda under Bylaws a change in the policy on endorsements. MSC to add to the agenda under Bylaws changes in Standing Rules Article 3, Sections 2 and 4. MSC to add to the agenda under Expansion a discussion of chapters at large. Regions 1, 2, 3, 4, 5, 6, 7, 8, and 9 voted for the motion. Region 10 voted against it. MSC to add to the agenda approval of Region 11 as a voting member of the BORD. Regions 1, 2, 3, 4, 6, 7, 8 and 9 voted for the motion. Regions 5 and 10 voted against it.

COMMITTEE REPORTS
Administration - Nominations for the Terry Cowles Award were reviewed. By secret ballot, Bob Nichols was select to receive the award. Lester has sent the executive office annual evaluation form to Luedtke and Duran. Luedtke will solicit comments from each director.

Outreach - Snow reported on recent SPEC activities and federal regulations effecting the pool industry including CPSC VGBA determinations and ADA compliance.

Education - Alex Antoniou demonstrated the online education portal that NSPF has created for IPSSA.

Bylaws - MS to amend Bylaws Section 6.2.f to read "Regional Director, Alternate Director, Secretary, and/or Treasurer. The Regional Board of Directors shall elect one of its members to serve as Director of that Region on the BORD for a term of two years. The member must be a current chapter president or a prior regional director. The regional board may also elect alternate director to attend BORD meetings in the absence of the regular director for the same term. A secretary and/or treasurer shall also be elected from the region for the same term. A regional director may appoint a member of the region to represent the region at a BORD meeting in his/her absence, but that representative does not have the right to vote." MSC to table the motion and send it back to committee. MSC to replace the policy on non-endorsement of products and services with "ENDORSEMENT OF PRODUCTS/SERVICES BY IPSSA INC., CHAPTERS AND REGIONS: Chapters and regions may not endorse products and/or services without the approval of IPSSA Inc." MSC that the committee with oversight on the website shall review as needed any content regarding safety and other service related issues to insure that it is up to date and consistent with current rules and regulations. MSC that the first sentence in Standing Rules Article 3, Section 2 regarding chapter Board of Officers be amended to read, "Each said Board of Officers shall consist of elected officers of the respective Chapter and the immediate past president, all of whom shall hold office until the next biannual election meeting of its members, and until their successors have been elected and qualified, or until their earlier resignation or removal from office." Regions 1, 2, 4, 5, 6, 7, 8, 9 and 10



IPSSA Region #7

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11:00 - 1:00 Positioning Your Business for Profitability in 2012 David Hawes	Basic Electrical for the Pool Service Tech Don Wall The Pool Doctor	Automation & Salt The Perfect Mix Learn How & Why John Rodriguez Hayward

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BORD meeting

Continued from page 4
voted for the motion. Region 3 voted against it. MS that Standing Rules Article 3, Section 4 regarding chapter Board of Officers be amended to allow for multiple vice presidents. Motion was withdrawn, because California Corporate Law already allows for such.

Education - Durkin will present the electrical troubleshooting handbook to the committee for review when he gets photos to go with it. There is no need for publishing a hydraulics book, and it was decided previously that we would not publish a best practices handbook. Nichols reported that he has updated the content of the Leadership Manual. Luedtke requested time on the leadership seminar for introduction of the online education portal. Nichols reported that Hayward has paid IPSSA \$25,000 this year for the Hayward coupon rebate program. Nichols reported that the Pentair rebate program that benefits IPSSA education/research funding is underutilized. He encouraged members to participate. Duran visited FPSIE last month to discuss possible relationships between IPSSA and that organization. Lance Sada reported that the National Pool and Spa Research Foundation has received federal matching grant funding. The NPIRC director is still on sabbatical, but the center manager is still interested in working on industry research. Sada recommended a fundraising program within IPSSA. Steve Donohoe reported on the recent World Aquatic Health Conference. Luedtke and Starner reported on how the NSPF online education portal could benefit continuing education requirements for Florida contractor licensing.

Entertainment & Trade Shows - The next BORD meeting will take place February 3 at the Hyatt Regency Newport Beach. Dudley requested consideration of changing the locations for the August 2012 BORD meeting to Region 2 and November 2012 meeting to Region 7. Lester will research costs for Region 2 meetings near Yosemite for August. Lester reported that she has received word from the organizers of the inaugural Southeastern Pool and Spa Show that they would be interested in exchanging ad space for booth space. It was agreed to proceed with exhibiting at the show. The committee will reach a decision soon on the location for the 2013 Leadership Weekend. Morley thanked Marie Durkin, Terry Snow and Bob Nichols for staffing the IPSSA booth at the Intl Pool Spa and Patio Expo.

Finance - Nichols presented the 2012 budget. He amended it to include \$3,500 for expenses at the Southeastern Pool & Spa Show. MSC to approve the 2012 budget as amended. Cramer advised there is no need to change the processing fee for mailing list use for 2012.

Expansion - The committee has reviewed current policies on expansion and sees no changes that need to be made at this time. MSC to approve the Western Las Vegas chapter in Region 8. MSC to approve the Sarasota chapter in Region 11. MSC to approve the Treasure Coast chapter in Region 11, pending completion of all paperwork and prospective members passing the water chemistry

exam. MSC to grant full voting status on the BORD to Region 11 and to exempt Region 11 from the requirement of having 150 members. Regions 1, 2, 3, 4, 6, 7, 8, 9, and 10 voted for the motion. Region 5 voted against it. Many requests are received during trade shows and at the Executive office for IPSSA membership outside of our established chapters. The Expansion Committee will be researching how this could be accomplished.

The IPSSAN - Duran presented the revised rates for advertising in the IPSSAN, effective January 1, 2012.

Member Benefits - Regional directories will be published in time for the 2012 Leadership Seminar. Since the last BORD meeting AquaTherm was approved as an associate member. The committee has decided not to proceed with an association buying group at this time. The committee will send information to the Executive Office about the bulletin board of member benefits. MSC to establish an exclusive endorsement agreement between IPSSA Inc. and Arrow Insurance Service.

Outreach - Sharp reported that there are no major issues in Texas government relations at this time. Starner reported that the effective date for the new state energy efficiency law has been postponed to March 2012. He thanked Arrow Insurance Office for working with his chapter mem-

bers on insurance matters.

Q&A - Gough asked the Bylaws Committee to look at regular membership qualification for employees. Lukacik encouraged adding more entertainment to the Leadership Banquet. Support was made for moving the location for the annual leadership weekend.

Sada encouraged thorough review of all printed materials before publication.

NEXT BORD MEETING - The next BORD meeting will take place February 3 at the Hyatt Regency Newport Beach.

ADJOURNMENT - The meeting adjourned at 3:17 p.m.

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California Capitol Report

Continued from page 1

will be renamed the Labor Enforcement Task Force (LETF). It will be streamlining its efforts to more quickly target flagrant violators in its targeted industries, and construction is one at the top of the list to address.

For all enforcement agencies, database improvements are underway so that there will be more

interagency data shared. Memoranda of Understanding are being inventoried with a view to being rewritten to allow faster interaction between agencies. DIR will participate in the Automated Collection Enhancement System (ACES) database of EDD in the future. There is a careful evaluation of

what enforcement personnel are needed with a partial lifting of the hiring freeze, so that 150 to 200 enforcement personnel can be hired after the first of the year, with a high priority going to the Department of Occupational Health and Safety (DOSH or Cal/OSHA) and the Division of Labor Standards and Enforcement (DLSE, Labor Commissioner). The new Compliance Monitoring Unit will be hiring 60 personnel in the near future to enforce public works projects. Baker indicated that she would appreciate input as to the mission statement for the Labor Enforcement Taskforce.

Baker also provided an example of how the DIR is interacting with EDD and the Workers' Compensation Insurance Rating Bureau. 1,500 companies were identified as having questionable coverage based on their payrolls; after review, 469 were referred for investigation. 80 companies wound up having insurance already, while approximately 100 were given citations. The DIR plans to be more focused and more comprehensive in their enforcement efforts.

David Fogt (CSLB) noted that there are 487 positions at the CSLB, and only 432 are currently filled; 29 of those needing to be filled are in enforcement. He also said CSLB is working with the State Fund to prioritize data to catch violators; and in a recent sampling of roofing contractors in the Chico area, 32 of 65 roofing contractors had minimum premium policies (no reported payroll), while five had small premium policies (small reported payroll). CSLB is also working with building departments to identify violators.

Simon Ramsubhag (EDD) expressed his concern for business owners losing out to cheaters and discussed their 2012 agency plan, committing 75% of his resources to this construction effort next year. He also described working in cooperation with CLSB and specific trades: HVAC, landscapers, roofing, and the pool plastering industry. He gave an example of how out of 167 roofing licenses in Pleasanton, only 37 were legitimate. Pleasanton is now requiring the contract amount and number of employees before issuing a permit.

Rick Plein (DOI Fraud Division) discussed their hiring and training programs for new enforcement personnel, and said they are moving forward with and expressed their commitment to collaborative efforts with other agencies. DOI currently has 170 premium fraud investigations going, with over \$100 million in premium in question. He also noted that there is a new public complaint form, much simpler than the complicated complaint form that is turned into DOI from insurers. Eric Weirich, DOI Fraud Division advised that currently 95% of premium fraud referrals come from insurers, and it is hoped this new form will lead to more investigations. This form may be accessed by going to this link: <http://www.insurance.ca.gov/0300-fraud/0100-fraud-division-overview/0300-fraud-claims-andforms/upload/PublicFraudRep>

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 32 chapters, whose members all paid promptly in December before second notices were required:

- Region 1: Tracy, West Placer, El Dorado, East Contra Costa, Solano
- Region 2: Fresno, Visalia
- Region 3: Calabasas
- Region 4: Whittier
- Region 5: Anaheim, Central Orange County, Huntington Beach, Saddleback, Tustin/Irvine,

- Orange County #1
- Region 6: Palm Springs, Redlands, Temecula/Murrieta, Menifee Valley
- Region 7: Carlsbad, Rancho Del Mar
- Region 8: Tucson, East Valley, Las Vegas, Western Las Vegas, Henderson, Northwest Las Vegas
- Region 9: Mid-Cities DFW, Rio Grande Valley
- Region 10: Silicon Valley
- Region 11: Cape Coral, Venice

16th ANNUAL IPSSA REGION 6 TABLETOP SHOW

When? Wednesday February 15th, 2012

5 p.m. to 8 p.m.

(Workshops for Pool Technicians from 2 to 6 p.m.)

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Thank you in advance for your help in making this Tabletop Show as successful as last year's show.

IPSSA supports Construction Enforcement Coalition

By Robert Nichols

Robert Nichols is a member of the IPSSA Outreach Committee.

In late 2009 I reported to you that the California Contractors State License Board (CSLB) held a conference in Sacramento and that many industry leaders attended in an attempt to impress upon the CSLB that the underground economy (both licensed and unlicensed contractors) was becoming so powerful that many legitimate businesses and contracting firms in California had closed their doors because they could not compete.

Since that time the various bureaus in California have taken several actions in an attempt to organize a more efficient force to combat the underground economy. A group known as the Construction Enforcement Coalition spearheaded many of these ideas and changes in bureau actions. Brad Diede, CEO of California Professional Association of Specialty Contractors (CALPASC), heads this coalition. Among the membership of the Enforcement Coalition are swimming pool industry leaders Alan Smith, Mike Geremia, and Dick Dal Pino. These individuals, along with John Norwood from SPEC, are the vanguard for the swimming pool industry. I attended a meeting early on and was extremely impressed with the professional approach the CALPASC and SPEC members as they forged bonds with so many of the State's bureau heads and legislators

As you may know, it takes time and a great deal of patience to pull together the various enforcement bureaus of a state government and this group has, over the last two years, made such a contribution in the battle to stop the underground economy that they have gained my complete confi-

dence, respect and gratitude.

Accompanying this article are two letters directed to the Los Angeles City Attorneys office, along with a letter from Region 3 and Region 4 Regional Directors Elias Duran and Adam Morley. These letters may serve as models for IPSSA members and IPSSA leaders in California to notify their respective City and County Attorneys that the fight to stop the underground economy must be enforced with support from their respective Consumer Affairs Divisions.

Please feel free to model any one of the letters to match your particular situation.

December 27, 2011

To: The Honorable Carmen A. Trutanich, Los Angeles City Attorney

From: Elias Duran, Director IPSSA Region 3

Adam Morley, Director IPSSA Region 4

On behalf of the members of the Independent Pool and Spa Service Association Inc. we would

like to compliment your efforts since 2006 to apprehend and prosecute illegal contractors. We realize that your Consumer Protection Section is (as others are) experiencing the reality of financial pressure resulting from lost revenues and budgetary restraints. However, we urge you, as the Contractors State License Board and many contractors associations have, to continue and to increase your efforts to bring the underground economy to bear the bur-

den of the law.

It is imperative for the safety and welfare of the public that residential and commercial swimming facilities be serviced and maintained by technicians certified by the Los Angeles County Department of Recreation, Health Services and that work requiring a contractor's license be performed by qualified and licensed swimming pool technicians and contractors.

Continued on page 22

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

Ask Sue

By Sue Robach

Sue Robach is national training manager for Pentair Water Pool and Spa. If you have questions for Sue, send them to info@ipssa.com.

How do I determine the most efficient speed for filtering a pool with an IntelliFlo pump?

This is a very common question asked by most first-time installers of IntelliFlo pumps. There are a few facts that you must know first to determine the answer to this question.

First you must know how many gallons of water are in the pool. You should also know that

most residential pools can be filtered and sanitized with one turnover per day. A turnover is the amount of time it takes for the pump to send all the gallons of water in the pool through the filter one time.

Let's take an example of a 20,000-gallon pool with a single-speed pump delivering 80 gallons per minute and assuming resistance of 50 feet of head. To determine the time that it would take for one turn over in this pool, we would use the following calculation:

$$\text{Pool Volume} \div \text{GPM} \div 60 = \text{Turnover time}$$

The pool volume is the amount of gallons in the pool. GPM or gallons per minute is what the pump delivers and can be determined by referring to the pump's performance curve (you may use a vacuum gauge and pressure gauge to determine the resistance of the circulation system). 60 (minutes) will convert the water movement to hours.

$$20,000 \div 80 \div 60 = 4 \text{ hours}$$

A single-speed pump operates at 3450 RPM. Many times the pump sends more water through the plumbing than what it is designed for. This really wastes electricity and shortens the life of the filter elements, heat exchangers and other components of the circulation system. On average, single-speed pool pumps will use anywhere from 1000 to 3000 watts of power depending on horsepower.

With variable-speed technology, the idea is to run the pump at a lower flow rate for a longer period of time. The outcome is a cleaner pool (the slower you pass the water through a filter, the finer the filtration becomes), sanitizing chemicals are more evenly distributed throughout the pool for a longer period of time and the watt consumption drastically decreases to save energy.

So, back to the question, how low do we go? As low as possible so that the skimmer and other equipment have enough flow to function properly. The skimmer weir is your best clue. If the water flow is pulling the weir down, flow is adequate. It may seem too simple, but, really, that's all there is to it. A pool with one skimmer will conserve energy and stay clear anywhere from 1000 to 1500



RPM. This is a good starting point.

Listed below are some reference points to use to figure out how much flow you are getting from a variable speed pump. If you know the pump's speed (in RPMs) and the watts, you can estimate flow and figure out how many hours to run the pump to achieve one turnover per day. These numbers should not be used to figure flow for anything more than getting an estimate. Use a flow meter to get good accuracy. It is best to use the lower of the two flows shown because as your filter becomes dirtier, the flow will decrease.

1000 RPM

Watts	GPM
100	0-10
125	10-25
140	20-40

1200 RPM

Watts	GPM
140	0-10
170	20-30
200	40-60

1500 RPM

Watts	GPM
200	0-15
250	20-30
275	30-40
300	40-50

You may notice there are different watt readings for each speed. The variance is the resistance or TDH of the circulation system. The more water a pump moves, the higher the amp draw, which then calculates to watts. Usually 1500 RPM will be enough flow to operate a salt generator, backwash a filter and operate a heater.

Now, let's go back to our 20,000-gallon pool example. An IntelliFlo pump running at 1500 RPM using 300 watts of power will deliver 30 gallons per minute. Applying what we know to our formula for turnover time:

$$20,000 \div 30 \div 60 = 11 \text{ hours}$$

We may be running the variable-speed pump seven hours longer than the single-speed pump, but we are using far fewer watts. The 80 GPM pump uses an average of 1750 watts for four hours, which equates to 7000 watts or 7 kilowatts. Our variable-speed pump is using 300 watts for eleven hours, which equates to 3300 watts or 3.3 kW. The water is cleaner, the pump is quieter and we save a tremendous amount of energy! Now that makes good cents!

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

Pool plaster

This article is a response to the letter by Steven H. Kosmatka, staff vice president of Research and Technical Services at the Portland Cement Association (PCA), printed in *The IPSSAN* (December 2011 p. 8). He was commenting on an article we published in *The IPSSAN* (October 2011 p. 17).

In our article last October, "Plaster Problems and the Service Tech," we stated that "the PCA recommends that calcium chloride not even be used with white cement applications." Mr. Kosmatka claimed that our statement is not correct. It is Mr. Kosmatka that is mistaken.

The PCA does make specific statements recommending against the use of calcium chloride in white cement applications in several documents, as shown in these excerpts from PCA publications :

- "To avoid mottled discoloration, calcium chloride should not be used in white or colored concrete." (PCA Document PL993 White Cement Concrete and Colored Concrete Construction)1

- "...avoid the use of calcium chloride where possible" (PCA Document IS175 White Concrete)2

- "To minimize trowel burns on white and colored concrete flatwork, the contractor should... not use calcium chloride (on architectural concrete)" (PCA Document EB217 White Cement Concrete)3

- "Do not use calcium chloride (CaCl2) as it can affect color and

set consistency." (PCA Document SP388 Guide for Specifying White and Colored Concrete)4

So we can certainly make a conclusion (call it Conclusion #1), which is: the PCA really does have a documented, clear position on calcium chloride use in white cement applications, and that position is to severely limit, or better yet to avoid altogether, adding calcium chloride to accelerate white cement/concrete.

Where does this position come from? Additional PCA documents show that calcium chloride and other factors (completely independent of and unrelated to rebar or other embedded metal corrosion issues) contribute to discoloration of products containing both gray and white cement, including swimming pool plaster.

For example, in 1966 the PCA published a research paper, Surface Discoloration of Concrete Flatwork (PCA Document RX203) that defined the specific causes of discoloration and spotting in gray concrete flatwork (trowel finished). The causes for gray concrete discoloration and spotting were found to be a combination of "calcium chloride admixtures, cement alkalis, late hard-troweled surfaces, inadequate or inappropriate curing, concreting practices and finishing procedures that cause surface variation of water-cement ratio, and changes in the concrete mix."5 Although the cause of discoloration was found to be a combination of these multiple factors,

including calcium chloride, water content and non-uniform troweling compression, the primary recommendation to avoid the discoloration was to avoid the use of calcium chloride when possible.

Conclusion #2: The combination of factors that result in surface discoloration and spotting of gray concrete are known. Proven by the PCA.

Conclusion #3: In addition to causing problems all on its own, calcium chloride makes other problems worse, so avoiding calcium

chloride is the first step this and other PCA documents make to minimize discoloration and spotting.

Conclusion #4: The discoloration and spotting occurred in non-reinforced samples, which mean that calcium chloride has a negative effect entirely independent of metal corrosion.

RX203 is not only the primary reference for the discoloration of "gray concrete slabs," but is also the source material for information on the discoloration in white cement and concrete applications.

The same discoloration factors and recommendations found in RX203 – in places using virtually the same text – are incorporated into the PCA's documents relating to white cement, most specifically White Concrete (IS175)2 and White Cement Concrete (EB217)3 which were quoted above. We can't in this limited space make an exhaustive comparison of these three documents, but for those interested a few key textual comparisons of the three references are

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Pool Safely produces public service announcements

By Kathleen Reilly

Kathleen Reilly is with the Consumer Products Safety Commission.

Pool Safely worked cooperatively with several leading pool and spa industry leaders to create public service announcements and educational videos that can be easily downloaded and used by anyone who is interested in providing drowning and drain entrapment prevention messages to clients, contacts or staff.

"Drain Covers and Your Safety" is now available for you to download.

This two-minute video was produced to support public education about compliance with the Virginia Graeme Baker Pool & Spa Safety Act. In addition, the National Swimming Pool Foundation, featured in the video, has a FREE online training course for proper pool and spa inspections for compliance with the VGB P&SSAct. Register at www.nspf.org to take this course at no cost.

As a reminder, Pool Safely has a seven-part educational video in English and Spanish that is available

on our website: www.PoolSafely.gov/videos/. The Pool Safely public service announcements can be viewed on YouTube or in hard copy by contacting poolsafely@cpsc.gov.

We hope you find these materials useful and easy to use. We will be adding additional materials and updating information on the Pool Safely website during the winter months in preparation for Spring 2012.

Best wishes for the holiday season and remember to Pool Safely all year long.

Letters to the editor

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posted at www.poolhelp.com/PCAdiscoloration.pdf.

What is important to note is these documents reinforce the idea that white cement still mottles a gray color in spite of its lower iron content, and that the mottling can be even more visible – presumably because it is seen against a white background – hence the statement "discoloration... may be more obvious on white concrete."² The precaution that contractors "not use calcium chloride (on architectural concrete)³ is important because in architectural, decorative, and other specifically aesthetic concrete projects, what the final result looks like is just as important as how it functions. Therefore, the contractor should avoid any unnecessary practice that reduces the visual appeal.

Conclusion #5: The PCA has documented that the same factors or combination of factors causes discoloration and worsens mottling in white cement application, and it can look even worse.

So the last question is whether all this applies to pool plaster. To answer that question we could perhaps simply point out that PCA publications EB2173 and PL9916 both contain pictures of swimming pools as examples of white cement applications, but it gets better than that.

Construction Technology Laboratories is the subsidiary laboratory of the Portland Cement Association. As we mentioned in our October article, Dr. Boyd Clark holds the title of Senior Principal Materials Scientist and is the Director of Materials Laboratory Services at CTL. He has studied swimming pool plaster both at CTL and at his former position at the RJ Lee Group. He has attributed discoloration and spotting of pool plaster to a combination of factors including calcium chloride abuse, skewing the surface water:cement ratio (i.e., adding water to the hardened surface and troweling it into the surface), and late over-troweling. He has noted (while specifically dis-

cussing pool plaster!) that PCA literature has shown the relationship between flatwork discoloration, calcium chloride content and hard troweling.⁷

Laura Powers is also one of the foremost cement microscopists in the country. When she held the position of principal microscopist at CTL she also analyzed discolored, white spotted swimming pool plaster and attributed the plaster appearance to a combination of factors including excess calcium chloride, adding water while finishing, and late hard troweling.⁸ While at CTL, after doing her own analysis, she also peer reviewed Dr. Clark's RJ Lee work and concluded "The CTL report presented a chemical mechanism for the development of the non-uniform appearance of the plaster surface. Although this mechanism was based on observations and data from the CTL laboratory study, it is essentially compatible with the data obtained by Dr. Clark."⁹

Powers and Clark also identified excess calcium chloride as a contributor to shrinkage, micro-cracking, and porosity in the pool plaster samples. There are reasons why the PCA10, ACI11, and other institutions place a limit of 2% calcium chloride for all general cement applications, even those that don't contain any metal reinforcement. This is in contrast to the statement in a current pool industry document which suggests that levels even higher than 2% may not be problematic.¹³ Not only aesthetics, but also long-term durability can be negatively affected by excess calcium chloride.

So we have PCA documents making the connection from discoloration in gray concrete flatwork to discoloration in white concrete flatwork, and we have two of the best analysts in the cement failure analysis business, both of whom work or have worked for PCA's lab, making the connection between discoloration causes in gray and white concrete flatwork to discoloration in white cement-

Continued on page 11

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Letters to the editor

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based swimming pool plaster.

This leads us to Conclusion #6, that the same combination of factors that cause discoloration and spotting in gray and white concrete causes discoloration and spotting in white pool plaster.

Here are a few other points in response to Mr. Kosmatka's rebuttal. The fact that the PCA's Portland Cement Plaster/Stucco Manual (EB049) contains no specific guidance relative to using calcium chloride in pool plaster does not mean plastering contractors can use it indiscriminately. Since there is no mention either for or against using calcium chloride in pool plaster in that publication, why wouldn't PCA's previously quoted guidelines limiting chloride use with white cement apply?

And although the ACI's Guide to Portland Cement-Based Plaster (ACI 524R-08) does not address calcium chloride in pool plaster specifically, it's "scope" statement does note that many aspects of the guide are relevant to swimming pool plastering. When addressing calcium chloride use, it specifically warns about calcium chloride-caused darkening and an increase in any mottling discoloration. 12 Both the PCA's Plaster/Stucco Manual and the ACI's Plastering document reference the National Plasterers Council (NPC) Technical Manual as a resource for information more specific to swimming pool plastering. The Technical Manual says (in both the section on calcium chloride and the section on discoloration): "Calcium chloride can alter the coloration of surface coatings. Calcium chloride can cause white surface coatings to exhibit a darker hue, and colored or pigmented surface coatings to exhibit increased blotching or mottling." 13 If both the PCA Manual and the ACI Guide defer to the NPC Technical Manual, and since both the ACI document and the Technical Manual concede our point regarding chloride discoloration, what is the argument about?

In light of the proven and documented fact (as we've cited) that failures in a combination of five or six finishing practices with white Portland cement products can create discoloration and other deficiencies, there is no reason to exclude swimming pool plaster from other white cement applications.

Poor water chemistry maintenance can indeed mar plaster surfaces by etching or scaling them – but not integrally mottle or spot them. Although the vast majority of swimming pool plastering contractors do excellent work, the pool plastering industry, as well as the cement/concrete industry, cannot continue to allow consumers and pool service technicians to be unfairly blamed for damages caused by poor plastering practices and workmanship, nor allow some unscrupulous contractors to evade the liability for poor quality work.

As we have shown, associations and professional petrographers alike agree that calcium chloride and substandard workmanship practices are causative factors in pool plaster discoloration and deterioration, just as they are in other white and gray concrete applications. We support the PCA's position as documented in this article:

avoiding, or at least minimizing calcium chloride use is a good first step in reducing discoloration, spotting, shrinkage, and other controllable plaster problems.

Que Hales
onBalance

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2. Freedman, Sidney. White Concrete. Portland Cement Association Publication IS175,

1971 p. 5.

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13. Technical Manual. National Plasterers Council, 7th Edition, 2011, Section on Calcium Chloride 2.5.1, p. 13 and Section on Discoloration 6.5.1, p. 27.

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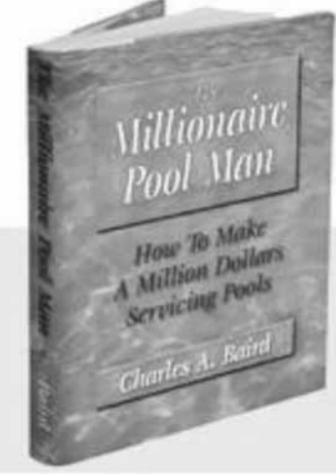
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One Man's Opinion

Open your mouth or your pocket book

By Robert Foutz, Jr.

Robert Foutz Jr. is president of the IPSSA Surf City chapter.

My grandmother died several years back, but much of her wit

and wisdom lives on in the proverbs and old sayings that she lived by. One of my favorite sayings of hers was "You can either pay the grocery or the doctor."

Another is "You can open your mouth or your pocket book."

Earlier this year my truck needed tires. I took it to the local tire dealer; the tires were a little

more than I wanted pay, but they were very good tires and the salesman said the tires have a \$20 rebate, so that brought the price down by \$80 and made the deal workable. I filled out the rebate forms; the store manager signed the forms stating that these were the right tires and sent me a rebate. The mechanics then installed my new tires.

The salesman also tried to sell me a set of brakes. I told him, "No, I have a good mechanic for stuff like that." I took the truck to my local mechanic; he looked at the brakes and informed me that he thought my other mechanic was "on crack" and that the brakes were fine. My mechanic used a red and green brake gauge to show me that green means brakes are fine, red means replace. My brakes were in the green zone.

As you can imagine I was furious with the tire dealer for lying to me. I was going to write a letter to the company offices, and I knew I

would never shop there again, but I got busy and forgot about it.

Then, a few months later I got a letter stating that the tires I had purchased did not qualify. I was expecting an \$80 rebate, meaning the dealer lied to me again! The rebate was one of their selling points! Plus, not only had he lied to my face, but he signed off on the rebate form, so he knew the tire did not qualify for a rebate.

This time I wrote the company after about a month. When no one contacted me, I wrote again, and this time I sent them my cut-up company credit card. That must have worked, because I heard back in about four days. The company man offered to send me a rebate on the tires! "Very good," I said, "but what about trying to sell me brakes I did not need?" The company man did not really have an answer for that. He kind of said, "Boys will be boys," or in this case "Mechanics will be mechanics." That is, they will try to sell you stuff you don't need.

Several days later the rebate check arrived and so did another credit card. I cashed the check and cut up the card and threw it away. Why would I do business with a company that does not mind if their stores rip people off?

In this bad economy a smart business person will not try to rip off a customer to make an extra buck. Instead he will love his customers and do his best to keep them happy. One of my commercial pools sent out to bid a large repair job. (They had to; it was in their bylaws). I won the bid and got the job. Later a Board member told me my bid was not the lowest, but the Board took it because they knew me and that my work in the past was good. As it should be.

New smart app for service pros from the National Swimming Pool Foundation

Running a service business is hard work. This easy-to-use tool helps service companies become more efficient and enjoy more profits.

The new Pool Service Manager app from the National Swimming Pool Foundation® (NSPF®) allows service professionals with an iPhone® or iPad® to manage their businesses more efficiently.

Service pros can schedule and record services, repairs, and chemical test results; calculate and record water balance, chemical

Continued on page 20




Region 8

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Day and evening classes will be held Thursday, January 19, 8 am to 8 pm; Friday January 20, 8 am to 8 pm; and Saturday January 21, 8 am till noon.

The Expo in the exhibition hall will be open from 10 AM till 4 PM, Saturday, January 21.

Attention: Vendors, Distributors, and Manufacturers to reserve your booth or for more information, go to www.dps-show.com or call 602-539-1855.





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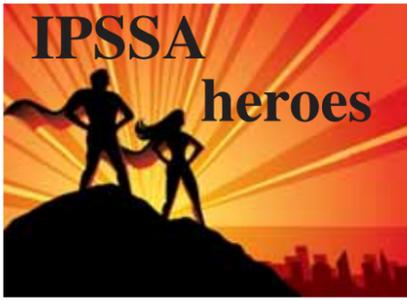
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One of the great things about IPSSA is the underlying commitment to help others in the industry. After all, this association was created on the principle of sick route coverage.

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

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

IPSSA Escondido chapter supports Wounded Warriors

By Scott Wise

Scott Wise is treasurer of the IPSSA Escondido chapter.

As part of our chapter's cost saving efforts this year, we were able to put aside enough money in the chapter's account so that we were able to present two checks to two deserving Wounded Warriors as identified by the United States Marine Corp. contacts at Camp Pendleton. The members of our chapter all voted for this rather than other proposed ideas such as a chapter Christmas dinner.

Manny Estrada, a retired Marine and member of our chapter, was very instrumental in making these contacts and arrangements. On December 17, Manny was able to present the first check in the amount of \$2,225.00 to Corporal Isaac Blunt, age 21, who was severely injured by a land mine in

Iraq in June 2011. Another Wounded Warrior has been identified to receive a check in the same amount. That serviceman is on leave and out of state, and we plan to present the second check just as soon as he returns to Camp Pendleton, which is likely to happen in January, 2012.



USMC Corporal Isaac Blunt, injured by a landmine in Iraq in June 2011, received funds from the IPSSA Escondido chapter (represented here by Manny Estrada) through the Wounded Warriors program.

IPSSA San Diego Metro chapter supports military families through Operation Homefront



Mike McCourtney, Krista Hughes and her sister Sasha, Jason and Linday Fortune, Rich Hardy, Laura and Chad Sutherland, and Bert Vexland.

By Javier Payan

Javier Payan is president of the IPSSA San Diego Metro chapter.

On December 11, the San Diego Metro Chapter of IPSSA held its December Dinner Meeting.

Traditionally, the chapter has adopted military families and provided them with Christmas gifts for them through Operation Homefront. This year was no exception.

Throughout the year, the chapter collected \$800 in donations for this cause from the membership. The chapter applied for and received a matching grant through IPSSA, Inc. for another \$800. Additional donations of money and in-kind-donations totaling \$1,700 poured in, bringing the annual total to about \$3,000.

Some of the donors include: Soco Petroleum Group, PS2000, Lee Darter of SPPI El Cajon, Sunchaser Solar, Marc Dunn of PEP El Cajon, and Joe and Kristen Lawrence. Other donations included horse riding lessons from Kelly Covey at Fox Lair West, family portraits from Linda Shaw Photography, and swim lessons from Mary Ann Downing of the NDPA. Other gifts included annual zoo passes.

This has been by far the biggest outpouring of donations to date. "These families sacrifice all year round for our families, it's the least we could do" says Bert Vexland, committee member. Rich Hardy, filled with emotion, teared up during the presentation as did most of

the room.

The military families adopted this year include: Donald and Krista Hughes USMC, Chad and Laura Sutherland US Navy, and Jason and Linsay Fortune US Navy. The families were absolutely blown away from the expressions of appreciation the chapter displayed. Donald Hughes could not attend because he had been recently deployed to the Middle East.

I have been an IPSSA member for 20 plus years and I have seen a lot of good done throughout the organization. This is on the top of my list as one of the best things IPSSA can do. The San Diego Metro Chapter of IPSSA would like to challenge other chapters to do the same.

(See Matching Funds from IPSSA Inc., Page 16)

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March 15-17, 2012

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THURSDAY, MARCH 15, 2012 / EXHIBIT HOURS 6-9 P.M. / OPEN TO THE TRADE ONLY / ADMISSION FREE / REGISTRATION REQUIRED

Time	CLASSROOM 301	CLASSROOM 302	CLASSROOM 303	CLASSROOM 303A	CLASSROOM 304	CLASSROOM 305	CLASSROOM 306	CLASSROOM 307	CLASSROOM 308
1 P.M. TO 2:45 P.M.	T/S Max-e-Therm Master Temp Heaters Steve Middaugh Pentair	Basic Chemistry Gloria Wilson Hasa	ProLogic/ OnCommand Automation Hayward	Troubleshooting Tile and Coping Brad Rose	Virginia Graeme Baker Act / Make your pools Safe: Steve Barnes, Pentair, APSP Technical Committee	Low NOx Heaters- Components and Troubleshooting Mike Lucas Jandy/Zodiac	Wave of the Future, Ozone and Advanced Oxidation, Cherie Brook Prozone Water Prod.	Raypak Heater Repair <i>Clases en ESPAÑOL</i> Jose Perez Barbosa	Vanishing Edges and other Raised Walls: Waterproofing and more Ron Lacher
3 P.M. TO 3:45 P.M.		PVC Plumbing Do's and Dont's, Jim Branch IPS Weld-On	Hayward Energy Solutions for Commercial Pools Troy McGinty	How to Install Water Features That Work Oreq	Make Title 20/24 Work for You and be legal, Jeff Farlow & Steve Barnes, Pentair	Proactive New Pool Start-up Technology Marvin Rezac Easy Care	Proper Care of Fiberglass surfaces Richard Dietz	Algaecide/Sequestrants Overview <i>Clases en ESPAÑOL</i> E. Serrano, Easy Care	How to Repair and Replace Pool Lights Robert Foutz Jr Purity Pool
4 P.M. TO 5:45 P.M.	Everything about Gunitite and Shotcrete, Ron Lacher, Pool Engineering Inc.	Jandy Control Systems Operation & Troubleshooting Mike Lucas	AquaRite Chlorine/Salt Generators Hayward/Goldline	Poly Socket Fusion (Gas Lines) John Freeman PEP	The Pool Pro's Practical Chemistry Wayne Fish	Myths of Metal Staining Dennis Chapman Dr Joseph Laurino CuLator	Good Mastic Installation Jim Dill Deck-O-Seal	Salt Chlorine Generation <i>Clases en ESPAÑOL</i> Arturo Torres Jandy	How a Pool Works Robert Foutz Jr Purity Pool

FRIDAY, MARCH 16, 2012 / EXHIBIT HOURS 2-6 P.M. / OPEN TO THE TRADE ONLY / ADMISSION FREE / REGISTRATION REQUIRED

Time	CLASSROOM 301	CLASSROOM 302	CLASSROOM 303	CLASSROOM 303A	CLASSROOM 304	CLASSROOM 305	CLASSROOM 306	CLASSROOM 307	CLASSROOM 308
8 A.M. TO 9:45 A.M.	Service Tech's Hydraulics For Single, Two and Multi-Speed Pumps Sue Robach Pentair	Recommended Pool Start-up Procedures National Plasterer's Council	Heat Pumps Warm Air = Warm Water Tom Apt, Raypak	Upcoming Legislation, Town hall Forum on Issues You Care About John Norwood, SPEC	The Shocking Truth of Electricity and How to Troubleshoot It Mike Childress Pentair	Plumbing Basics Dennis Rettela	Acid Wash Proper Techniques Fowler/McArthur	Hydraulics <i>Clases en ESPAÑOL</i> Ricardo Gonzalez Pentair	Basic Chemistry John Puetz Arch Chemical
10 A.M. TO 10:45 A.M.		Prep, Prep, Prep! How to paint a pool Peter Haverlation	Chemistry, Control & Poolcomm For Commercial Pools Troy McGinty	The ADA and your Commercial pools Steve Dunn, Commercial Pool Systems		Hazardous Material Transport and Your Route Truck Ron Hetzner	Right and Wrong Ways to Grow Your Service Business Brett Lloyd Abbott MYM Ausin Inc.	Phosphates: Facts and Myths <i>En Español</i> E. Serrano, Easy Care	Troubleshooting time clocks Allen Ustianowski Intermatic
11 A.M. TO 12:45 P.M.	How a Motor Works Basic Motor Repair Dennis Bush, Regal Beloit, (formerly AO Smith)	Let's talk Business 'n Tax Planning Gary Garbowitz RGB Accounting	Troubleshooting & Installation UHS Forced Draft Heaters, Hayward	RWIs: Waterborn Illness in Swimming Pools, Steve Dunn, Commercial Pool Systems	Millionaire Pool Man: Building wealth for Retirement, Charles Baird Pool Route Brokers	Business Management Doug Latta Aqua Clear Pools	How to Find a Pool Leak, Bill Campbell Orange Co Leak Services	Business Management/Accounting <i>Clases en ESPAÑOL</i> Pedro & Greg Correa	Intermatic's Multiwave Wireless Contoller, How to Install, Allen Ustianowski Intermatic
1 P.M. TO 2:45 P.M.	Chemistry 201, Intermediate Chemistry, Wayne Ivusich Taylor Technologies	Bookkeeping on Computer for the Beginner Russell Long	E-Commerce How to Compete Brett Lloyd Abbott MYM Austin	Differential Hold Down Forces - Entrapment Prevention Ron Schroader New Water Solutions	Identify and Remove Plaster Stains Barry Driks Jack's Magic	Advanced Electrical & NEC Code Changes, E.P Hamilton III, PhD PE Hamilton & Assoc	Proper Service of Pool/Spa Filters Fowler/McArthur	Max-e-Therm, Max-e-Temp Heater repair <i>En ESPAÑOL</i> Ricardo Gonzalez Pentair	Advanced Water Chemistry On Balance

SATURDAY, MARCH 17, 2012 / EXHIBIT HOURS 1-6 P.M. / OPEN TO THE TRADE ONLY / ADMISSION FREE / REGISTRATION REQUIRED

Time	CLASSROOM 301	CLASSROOM 302	CLASSROOM 303	CLASSROOM 303A	CLASSROOM 304	CLASSROOM 305	CLASSROOM 306	CLASSROOM 307	CLASSROOM 308
8 A.M. TO 9:45 A.M.	Pool Surface Challenges National Plasterer's Council	Understanding Variable Speed Pumps: Ben Honadel Pools by Ben	EasyTouch Controllers Mike Childress Pentair	Upcoming Legislation Anti-Sales Tax SPEC	Basic Pump, Filter and Heater Repairs Dennis Rettela	Certified Stain Specialist Jack's Magic Barry Driks	Algae Free Pools Enzymes and Phosphate Removal Chris Marcano Natural Chemistry	Jandy/Zodiac Heaters <i>Clases en ESPAÑOL</i> Arturo Torres	Chemistry 101 Basic Water Chemistry Terry Arko SeaKlear
10 A.M. TO 11:45 A.M.	Chlorination Generation Systems Jandy/Zodiac Mike Lucas	Variable Speed Pumps: Advanced Programming and Sales Strategies Pools by Ben	"Understanding Hydraulics" Hayward Pool Products	Proper Pool Maintenance with Ionization Tito Ignacio Wailani Pure	Litigation 101 Avoiding Claims and Court Ray Arouesty		Poolvergnaegen Suction-Side Cleaner Dieter Rief	Basic Chemistry <i>Clases en ESPAÑOL</i> Pedro & Greg Correa	Hot Water Chemistry Wayne Ivusich Taylor Technologies
NOON TO 1:45 P.M.	Pool Tech 101 A Beginners Guide Dave Allen Allen's Pool Supply	Eco Star Variable Speed Pump Install/T/S Hayward	Building and Operating a Profitable Service Business, David Dickman Service Industry News	Discoloration: Rescue & Prevention Chris Romero United Chemical	Performing Energy Efficiency Reviews Jeff Farlow Pentair	Var Speed Pumps Operation and Connection to Controls Mike Lucas, Jandy/Zodiac	Digital Do's and Don'ts of Electronic Raypak Heaters Tom Apt	Jandy Controllers T/S and Repair <i>Clases en ESPAÑOL</i> Arturo Torres	The Real Scoop on Spot Etching and Calcium Nodules On Balance

Seminars & Speakers subject to change or cancellation without notice / CHECK www.westernshow.com FOR UPDATES OR CHANGES / Speakers views are their own and not necessarily those of the Western Pool & Spa Show, Inc.

Taylor Technologies publishes digital catalog

Taylor's digital catalog is an easy way to get acquainted with its water-testing products designed for the pool/spa market, including consumers, commercial operators, builders and dealers, service technicians, pool supplies distributors and retailers, and public health department inspectors.

The interactive edition of the test kit selection guide is posted

on www.taylortechnologies.com in the services/marketing support area of the site, where product fliers, product photography, and line art also reside. Flipping through the pages, readers will find live links between product descriptions, and more detailed information elsewhere on the website, so they can seamlessly see pictures, check out test ranges and chemistries, review kit com-

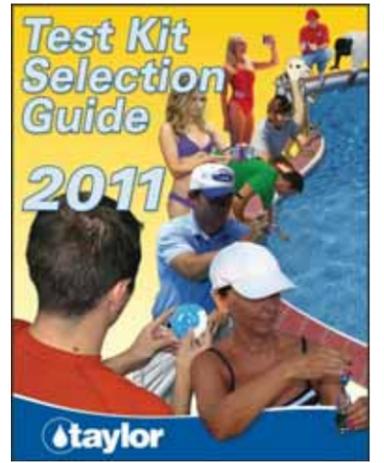
ponents, read test instructions, learn about any test interferences, view pricing information, and build a shopping cart.

Alternatively, they can use the PDF files posted to print the pages they'd like to keep on hand. Resellers can copy and paste text from the PDFs into their own documents as well. Digital publishing of catalogs and other promotional materials are part of

Taylor's commitment to going green throughout its business. A side benefit is being able to update the information in them immediately, as changes occur.

We hope you will find our latest creation informative and user-friendly. Here's the direct link:

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George Washington
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3rd President

Theodore Roosevelt
26th President

Abraham Lincoln
16th President

FBI honors DiGiovanni

On December 9, 2011 the Federal Bureau of Investigation (FBI) presented Carvin DiGiovanni, senior director, technical & standards for the Association of Pool and Spa Professionals with the Exceptional Service in the Public Interest award.

This award was given to DiGiovanni for his work over the past several years with the FBI to increase the awareness in the pool, spa, and hot tub industry of the chemicals sought by terrorists.

For more information about APSP and the FBI's Chemical Weapons Awareness Campaign, visit www.APSP.org.

Order Training Manuals at www.ipssa.com/resources/ipssa-store

Matching funds available from IPSSA Inc.

IPSSA Inc. has a matching grant fund of \$22,000 to assist individual regions and chapters for community involvement, safety programs, and promoting IPSSA to the public. The spirit of the matching grant is to foster IPSSA promotions by facilitating new ideas from individual members, chapters and regions.

The matching grant funds shall be allocated evenly by region in each given year. In the event that a region does not request funds in a given year, that region's representative may elect to reallocate their portion to the matching grant fund for redistribution. Any redistribution of funds must be approved by the BORD.

The BORD will match, dollar for dollar, up to the budget amount once a matching grant is approved by the regional Board.

Each region shall determine how to use its allotment of funds without BORD approval once it has been approved by the regional Board.

Individual members, chapters and regions of IPSSA in good standing qualify for matching grants.

- Matching grant requests must be submitted in writing to the regional director.

- The regional director shall qualify the request to meet the spirit of the matching grant program.

- The region must approve the grant by either a regional Board meeting, regional Board teleconference, or e-mail ballot, and the results will be posted in the regional minutes.

- The regional director shall then request the funds from the IPSSA BORD president or chief financial officer without BORD approval, as long as the requested amount does not exceed the region's budgeted amount.

Back to basics: selecting the right pump

By Devon Enders

Devon Enders is national technical trainer for, Zodiac Pool Systems, Inc.

As many older pools are retrofitted to conform to new energy efficiency laws and new pool and spa builds start happening, pool pros will need to focus on pump installation. There are several important things to remember when selecting a pump, so Zodiac presents this Back to Basics article to help you pick the right pump for the job.

First, some don'ts.

Don't assume you replace the old pump with a new one of the same size. Many times, the original pump was sized wrong and you don't want to repeat the mistake. Second, not all pump sizes are the same, i.e. not all 2 horse power pumps are equal.

Bigger is not always better. Don't assume you need a high horse power pump. Whenever possible install the smallest horse power pump to do the job. Many times reducing the horse power can actually increase the water flow if the pipe size is small.

Next, some dos:

Calculate the Total Dynamic Head (overall resistance) for the pool. Determine this early in your process. Take into account pool size, shape and depth, plus pipe size, any pipe twist or turns, and added features like waterfalls; that all affects resistance.

Hit the sweet spot on the pump curve. Each pump will have its own unique pump curve, showing how many gallons/minute it can pump depending on resistance. Pro tip: divide the pump curve into thirds. The sweet spot a pro should always aim for is the middle third, because too high or too low on the curve and you waste the homeowner's money. Too high and the pump is overworking, but too low and there will not be enough resistance. Stay in that sweet spot!

Remember your laws. This includes the California Title 24 which states the maximum recommended velocity must not exceed 6 feet per second on the suction, nor 8 feet per second on the discharge. However some counties have even lower requirements. Follow your local codes to be most compliant.

Verify the power available to the pump/motor. Is it 115 or 230 volts a/c (VAC)? Variable speed pumps can only be wired to 230 VAC.

Select your pump on speed as well as resistance. See below for a summary of pump speeds. See our next Back to Basics article for a summary of pumps by resistance type.

Pump types by speed

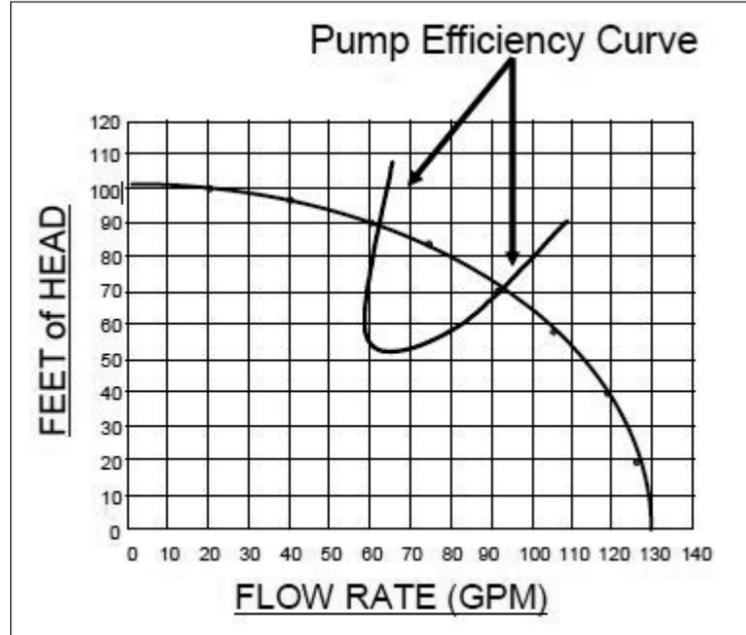
1. The single-speed pump – This is the traditional pump that has been used since pools had filtration. They usually operate around 3,450 rpm, and are the most common type found in older pools. Regulations, such as Title 20 in California, require homeowners to replace a higher horse power single speed pump for a more efficient pump. Pro tip: if replacing a single-speed, make sure to check for local rebates from energy companies.

2. The two-speed pump – The

two speed pump saves energy by operating at a high speed of 3,450 rpm as well as a low speed of 1,750 rpm. As the pump decreases in speed, the resistance factor drops, so the pump doesn't have to work as hard and saves energy. The homeowner runs the pump on

high when operating equipment such as a heater or cleaner, but keeps it on low for filtration.

3. The variable-speed pump – This is the most energy saving pump. The variable speed pump allows the pool pro or homeowner to microtune the speeds depending



on their specific needs. Zodiac variable-speed pumps operate between 600 rpm – 3,450 rpm. (Note: few, if any pools operate as low as 600 rpm) The pump should be set at the lowest speed necessary for the equipment used, such as heater or cleaner water flow requirements. By adjusting the speeds down, it is possible to recover the cost of the pump in as a little as two years thanks to the energy savings it produces.

Stay tuned for our next Back to Basics article on selecting pumps

by resistance requirements.

The pump section on the Zodiac website has several helpful sources. See www.zodiacpoolsystems.com/products/pumps. There is a calculator to determine possible savings, and the Zodiac pump family brochure to show you all of the available options.

Find Zodiac online at <http://www.zodiacpoolsystems.com> and our social media pages at <http://www.facebook.com/ZodiacPoolSystems> and http://twitter.com/zodiacpool_usa

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San Diego Metro chapter helps members keep their businesses through sick route coverage

By Javier Payan

Javier Payan is president of the IPSSA San Diego Metro chapter.

During this past year, the San Diego Metro chapter had three members go out on sick route coverage.

Kelly Halley was involved in a motorcycle accident and was in a coma for several days. She had her route covered for six months.

Ed Quintana had an appendectomy and was out for one month.

Ernie Daugherty had back surgery and will be out for a couple of months.

IPSSA's sick route coverage



From left to right: Mike McCourtney, newly elected chapter president; Kelly Halley, newly elected vice president; Ernie Daugherty, chapter member; Ed Quintana, chapter member.

has helped saved the businesses of these three members as well as countless others throughout the

association. For these members, this is a priceless benefit of membership with IPSSA.

DOT restricts mobile phone use effective January 2012

The Association of Pool and Spa Professionals has alerts us of a new rule that goes into effect in January of 2012 that restricts the use of hand-held mobile telephones and devices by drivers of commercial motor vehicles (CMV). This rule, which goes into effect on January 3, 2012, was adopted by the Federal Motor Carrier Safety Administration and the Pipeline and Hazardous Materials Safety Administration, which are part of the Department of Transportation. It amends both Federal Motor Carrier Safety regulations and Hazardous Materials regulations. The rule restricts CMV drivers from reaching for or holding mobile telephones while operating their vehicles, or pushing more than one button to operate the device.

Commercial motor vehicle drivers are still permitted to use mobile telephones and other mobile devices as long as their use complies with the new regulation. Essentially, drivers may initiate, answer or terminate a call if they can do so 1) with the push of a single button, 2) on a device within their reach, and 3) without holding it in their hand.

What this means is that the mobile device:

- Must either be mounted or otherwise securely within reach at the control panel (in the area where the vehicle controls such as climate control and radio are located).
- Cannot be located on the passenger seat, sleeper berth or floor of the vehicle.
- Must be used by the driver without holding it in the driver's hand – requiring either a speaker phone, one-wire or wireless ear set for use.
- May only be used by the driver by pushing a single button.

The popular Push-To-Talk (PTT) feature used by many drivers is prohibited by this new rule. While functionally, the PTT feature is similar to the use of a CB or two-way radio (neither of which is addressed by the new rule and therefore still permissible), the final rule advises that PTT is prohibited because the device used for PTT comes squarely within the definition of a mobile telephone prohibited by the rule, and it also requires the driver or user to hold it and push a button more than once. Therefore, its use while driving a CMV is the same as that of a hand-held mobile telephone and is prohibited.

Employers should prepare and implement a policy consistent with the new regulation, and train their CMV drivers on the policy, prior to the effective date of January 3, 2012. The policy should clearly set forth what is prohibited, what is still permitted, consequences for failure to follow the rule, and a contact person for questions about the rule.

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Monoarc Brush offers rebate to IPSSA Inc.

Monoarc Brush, a new associate member of IPSSA, will donate to the association 5% of the purchase price (not including freight) for purchases made at www.monoarcbrush.com. Be sure to indicate you are a member of IPSSA when completing the online purchase.

"Monoarc is happy to assist and be part of IPSSA," said Monoarc president, Everett Fuller.

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*Owner should register first to become administrator. (See additional notes.)

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Inquire With Your Local SCP Distributors, Superior Pool Products or NPT Branch Location for Information and Registration Details.

Everybody in!**2012 National Drowning Prevention Symposium scheduled March 7-10 in San Diego's Mission Bay****By Tiffany Isaacson***Tiffany Isaacson is president of the National Drowning Prevention Alliance.*

The message of the National Drowning Prevention Alliance's 11th Annual Drowning Prevention Symposium is simple and true: everybody should be in for this important and exciting event.

The opportunities at this event are too good to be missed. This one-of-a-kind conference brings together experts from across the country, and across industries, to pursue one critical goal: helping you to prevent drowning. Whether you are new to the conference or a veteran attendee, whether your program is longstanding or just getting off the ground, you will learn new strategies, make new connections, and find yourself energized for the challenges back home.

The Hyatt Mission Bay is one of the most beautiful locations in the country. Located right on the marina, this gorgeous facility is picture-perfect, as is San Diego's beautiful weather.

But you won't be distracted, even by a place as beautiful as Mission Bay. Our top lineup of speakers and exhibitions will be too interesting for you to miss a moment. Keynote speaker Dr. Steve Beerman of the International Lifesaving Federation will start us off with a global perspective of drowning, including his experience in leading the World Conference on Drowning, held most recently in Viet Nam. Mario Vittone will also join us, to speak about his experience as a US Coast Guard Rescue swimmer and share his advice as a leading expert on immersion hypothermia, drowning, and sea survival. Mario has been named US Coast Guard Active Duty Enlisted Person of the Year and received the Alex Harvey Award for Journalism.

The 2012 Symposium has already drawn strong interest, and we've selected some of the best and brightest experts in the country to join you. The engaging presentations and exhibits will appeal to a broad spectrum of attendees.

Did I mention that we'll also be joined by a USA Swimming Olympian, and will announce and recognize the Lifesaver of the Year, chosen by NDPA's Facebook community?

Networking is an important part of success in preventing drowning, and you'll have many opportunities to meet advocates from across the US, including the chance to attend an NDPA mixer and the International Boating and Water Safety Summit banquet on Wednesday night, as well as our

silent auction on Friday, to raise funds for the John Hamed Student Scholarship Award.

San Diego is a great value as a destination, just as the symposium is. Travel to the event is affordable, and there are a treasure trove of sights to see, including Sea World, the San Diego Zoo, Gaslamp Quarter, and of course, some of the prettiest coastline in

the country.

Really, there are just too many exciting guests and events to describe. You'll just have to join us. For more information please visit www.ndpa.org or register on line at www.regonline.com/ndpa2012

San Diego NDPA Symposium 2012

Everybody in!

Need a yearly statement for tax preparation?

Members can get a yearly statement for 2011 by emailing membership@ipssa.com or calling the Financial Office at 888-391-6012. Thanks.

Pool Service Marketing 101**No, you don't have to Tweet! (Or YouTube or LinkedIn or Flickr or anything else!)****By Brett Lloyd Abbott**

Brett Lloyd Abbott is the president of MYM Austin Inc. a marketing and advertising agency that works exclusively with pool companies. Brett is also co-founder of the Pool Genius Academy, an educational organization devoted to maximizing the success of business owners throughout the aquatics industry. More info at www.mymaustin.com and www.poolgeniusacademy.com.

Please don't forward this message to any marketing people you know. It will just start an awkward fight between me and all those

(ahem, misguided) marketing yokels out there who keep telling poor, innocent and unwitting business owners like you that social media is everything.

For the 50th time, it's not.

Personally, I would love to offer you a long, detailed explanation of why Twitter, LinkedIn, Facebook, Flickr and YouTube (and at least two dozen other social media outlets) are mostly a dismal waste of time for you, your clients and your prospects. I actually believe quite passionately that it's a horribly misguided mantra

Continued on page 25

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* Rate based on A1 Loan Grade, subject to credit approval. All loans made by WebBank, a Utah-chartered industrial bank. Annual percentage rates for all loans range from 6.78% (A1) to 25.41% (G5). Your actual rate depends upon credit score, loan purpose, employment type, loan amount, loan term, credit usage and history. At this time, we do not accept loan applications from the following states: Iowa, Idaho, Indiana, Maine, Mississippi, North Dakota, Nebraska, and Tennessee.

** 1% CASH BACK is one percent of the loan proceeds issued to the borrower, net of any fees, and will be paid directly into the borrower's account following the successful receipt of borrower's first payment on a new Lending Club loan referred online by Pool Corp. Borrower must apply directly through the link www.swimmingpool.com/lending-club, and have cookies activated on their browser in order for this offer to be tracked and valid.

We now have small sizes available in the IPSSA logo golf shirts and sweatshirts, so call the IPSSA executive office at 888-360-9505 to order!

MAHC sections posted after revisions

This article was reprinted with permission from the Del Ozone blog.

On November 10, 2011, the Centers for Disease Control (CDC) posted the Preface, User Guide, and Glossary of the Model Aquatic Health Code available online (in PDF format) at <http://www.cdc.gov/healthywater/swimming/pools/mahc/structure-content/> for review following the first comment period. These introductory pieces are not open for new comments at this time, but they can serve as a good introduction to the code.

The three documents are highly related, covering the same materials in somewhat different perspectives. The documents correspond to code, annex and comments sections.

The code

The brief code document is organized around the content outline of Section 1.0 of the code, so it is a very helpful summary of the background, purpose and direction of the code. It describes the code as a set of recommendations for a set of uniform nation-

Continued on page 23

New smart app

Continued from page 12

dosage, volume and flow rates; create and email shopping lists making supply pick ups more efficient; share work history and billing information with their main office; schedule recurring visits and use many other functions. Pool Service Manager app purchasers also receive NSPF Digital News, keeping them abreast of emerging issues and solutions.

"Running a service business is hard work," said Alex Antoniou, Ph.D., NSPF director of education. "Our new Pool Service Manager app is the perfect tool to make their jobs easier and more profitable." "No one likes a smart a\$\$, but everyone likes smart apps," quipped Thomas M. Lachocki, Ph.D., CEO of the NSPF.

Service companies can down-

load a free trial version to devices that have upgraded to the free iOS 5.0 or later operating system. To unlock all the app features and tools, the Pool Service Manager app is subscription-based for just \$15.99 a month or \$159.99 for a yearly subscription and includes all the premium tools pool pros expect from the National Swimming Pool Foundation. "One subscription allows use of the app on multiple devices in the same iTunes account. iCloud can synchronize the App between devices," explained Dr. Antoniou. The data collected on the app can be simply exported as a comma separated file (CSV) to programs such as Excel® and Access®. To view the apps, go to iTunes and search NSPF to see the entire line of NSPF apps.



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IPSSA supports Construction Enforcement Coalition

Continued from page 7

Our industry has been inundated with underground economy workers and unscrupulous unlicensed contractors who leave jobs incomplete and often unsafe. These individuals are now able to purchase wholesale goods in violation of California Business and

Professions Code, Section 128, 125 and 119 without the responsibility of collecting sales tax and often demanding cash payment which allows them to underbid any reputable contractor or certified technician. These unlicensed contractors

undermine the community's tax base and cheat honest workers of their social security and job safety requirements as well as avoiding worker's compensation insurance premiums.

As the largest association of swimming pool technicians in Los

Angeles City, Los Angeles County, the State of California and the United States, we cannot urge you enough to continue your efforts to stop the growth of the underground economy in our industry.

Cc: John Norwood, SPEC

Terry Snow, IPSSA liaison to SPEC

Brad Diede, CALPASC Chapter Presidents IPSSA Region 3

Chapter Presidents IPSSA Region 4



December 15, 2011

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The Honorable Carmen A. Trutanich
Los Angeles City Attorney
200 North Main Street, 8th Floor
Los Angeles, CA 90012

Dear City Attorney Trutanich:

The California Landscape Contractors Association is disappointed to learn that the Los Angeles City Attorney's Office has discontinued the enhanced efforts it has used since 2006 to prosecute unlicensed contractors and those who perpetrate construction fraud. We understand that your office is contending with budgetary cutbacks and other urgent priorities, but we want to impress upon you the importance of such efforts for the construction industry as well as our clients.

As you know, unlicensed contractors often prey on vulnerable victims, especially the elderly, and the damage they inflict can extend beyond the actual project. Shoddy or abandoned work can impact a victim's financial, emotional, or physical well being. Many victims obtain loans to make necessary repairs or improvements and can't afford to hire others to finish abandoned projects or fix substandard work. This harm does great damage to the reputation of the construction industry and causes consumers to hesitate to move forward with necessary home repairs and improvements.

Unlicensed contractors also undermine a community's tax base by failing to obtain business licenses and building permits. Operating in the underground economy, they typically pay their employees in cash and fail to pay taxes or workers' compensation insurance. Our members are increasingly finding it impossible to compete against this activity, and some are going out of business as a result.

CLCA urges your office to resume its aggressive prosecutions of unlicensed activity in partnership with the Contractors State License Board.

Sincerely yours,

LARRY ROHLFES
Assistant Executive Director

cc: CLCA Underground Economy Task Force
Sharon McGuire, CLCA executive director
Jessica Centeno, president, CLCA Los Angeles/San Gabriel Valley Chapter
Ray Garcia, president, CLCA Pacific Coast Chapter
Steven Kinzler, president, CLCA San Fernando Valley Chapter
David Fogt, chief of enforcement, Contractors State License Board
Brad Diede, executive vice president, California Professional Association of Specialty Contractors

California Landscape Contractors Association, Inc.
1491 River Park Drive, Suite 100, Sacramento CA 95819-8999
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STATE OF CALIFORNIA
Edmund G. Brown Jr., Governor

December 6, 2011

The Honorable Carmen A. Trutanich
Los Angeles City Attorney
200 North Main Street, 8th Floor
Los Angeles, CA 90012

Dear City Attorney Trutanich:

As the State's Chief Enforcement Officer for the Contractors State License Board (CSLB), I want to take this opportunity to thank you for protecting the City of Los Angeles from unlicensed contractors who steal work from legitimate businesses and hard-earned money from consumers. I am writing this letter mindful of the current budgetary cutbacks but hopeful that your outstanding prosecutorial efforts will continue.

Since 2006, our partnership with your office's Consumer Protection Section, supervised by Assistant City Attorney Don Kass, achieved terrific results which have served as a model for other prosecuting agencies throughout California. Your Office has received praise in the media for its enforcement efforts and as you may know, the members of the CSLB Board cited Mr. Kass with an award in special recognition of the Los Angeles City Attorney's successful prosecutions of unlicensed contractors.

Even in this difficult economy, construction remains the number one industry in California. The solar industry and the service and repair industry, which encompasses many trades, are rapidly growing. Consequently, the construction industry remains a fertile area for unscrupulous individuals to perpetrate fraud and theft, often upon the elderly and other vulnerable consumers. Construction fraud continues to rank as a top consumer complaint in California and nationwide.

Unlicensed contractors do not pay taxes or minimum wages. Nor do they pay for liability or workers compensation insurance. Operating in the underground economy, unlicensed contractors harm the City's tax base by failing to obtain business licenses and by failing to pull permits to perform works of improvement. Legitimate contractors are often unable to compete and sadly, many have gone out of business as a result.

In closing, I want to extend our appreciation to you for protecting consumers and contractors that play by the rules. We look forward to continuing our successful partnership.

Sincerely,

David Fogt
Enforcement, Chief

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California Capitol Report

Continued from page 6

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California Insurance Code Section 1879.5, indicates no person shall be subject to civil liability for filing a good faith report of suspected insurance fraud to the Department of Insurance.

Lastly, it was announced that the Senate Industrial Relations Committee was going to conduct a hearing on December 5th on small business and the underground economy. In addition to planned testimony from the state's enforcement agencies, including the CSLB, CDI, ADD, and DIR, the committee is inviting trade associations representing the construction industry to attend and testify. SPEC will be on hand for this hearing.

'Tis the season for tax initiatives

As we conclude 2011, projections for California's next budget year are rolling in and they are not bringing good cheer. In fact, as of this writing, it is expected that State Department of Finance director Ana Matosantos is expected to announce just how much in cuts will be triggered by California's failure to meet its optimistic budget projections.

With California's budget

deficit already at \$12.8 billion, Governor Jerry Brown, the legislature and other independent groups are looking at any and every way to fill the state's coffers.

After his tax plan was rebuked by Republicans this past year, Brown announced this month that he has decided to go straight to the voters with a signature drive to put a new tax proposal on the ballot. Under the Governor's proposal, California would impose a half-cent sales tax increase starting in 2013 and an income tax hike on high-income earners retroactive to January 2012. Both would expire at the end of 2016.

Brown's proposal is one of six competing proposed ballot measures. The first, submitted by the Think Long Committee for California, would extend sales tax to most services, reduce income tax, lower corporate tax, and raise taxes on out-of-state firms. Another proposal, by Californians for Clean Energy and Jobs, would raise corporate taxes largely on out-of-state companies to fund clean energy projects. The California Federation of Teachers, a usual ally of the Governor, submitted its own proposal which would raise income tax on those earning more than \$1 million a year, with 60 percent going to schools and higher education.

Molly Munger, a civil rights advocate, submitted a proposal to raise income taxes on all but the poorest taxpayers, with money going to school districts,

preschools and early-childhood development programs. Lastly, California anti-tax groups filed their own ballot measure to curb spending. Their measure would lock in recession-era spending levels, with fiscal year 2010-11 as the base year. Any revenues above that base, after being adjusted for inflation and population, would be used to pay off debt or, in more flush times, given to schools and returned to taxpayers.

All the competing ballot measures aimed at solving California's budget problems are adding up to a potentially wild and confusing election for next November. That may be precisely what the anti-tax groups are counting on, but Governor Brown indicated that he was working behind the scenes with the other groups to ensure there are not too many competing initiatives.

Once the legislature reconvenes January, we will see even more proposals introduced aimed at solving the deficit. In addition, the Governor will introduce his budget. Although it is expected he will try to score his ballot initiative into the budget, it is unclear as to whether he will be able to do that. He may have to rely on some quicker, short-term fixes. Any and all tax or fee proposals that we have seen in previous years will be back for consideration. These could include an extension of taxes to services, a 3% withholding on payments to independent contractors and much more.

Stay tuned.

IPSSA has new membership application forms

Important changes have been made to the new member application forms. Effective July 1, all new member applications should be submitted on the new forms.

All chapter presidents have

been emailed the new form, and it is available for download at www.ipssa.com.

If you'd like a supply of the three-part forms, call 888-369-9505 or email info@ipssa.com.

MAHC revisions

Continued from page 20

wide standards (model performance standards) for aquatic venues operations and management. Among other things, it makes provision for the ongoing revision of the code.

The annex

The annex provides a deeper discussion of the rationale and some of the sources of the code, including footnotes and a bibliography. It adds to the summary of Section 1.0 with a description of Section 2.0, where key elements of the code are described, includ-

ing the MAHC structure and the role of annexes (annexes are not part of the code; they are included to help in "understanding and applying" the code).

The comments

This document summarizes salient comments made on these opening portions of the code, with the response of the MAHC committees included. Please note that the comments period on these sections closed on December 9, 2008, so the current documents reflect aging commentary and the internal responses of the MAHC staff and committees.

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Hayward® Commercial Pool Products introduces your one-stop-shop for chemical automation

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Hayward® Commercial Pool Products has added a new model to the Hayward commercial Controller product line, the HCC 2000 Complete Package. This Complete Package provides the ultimate one stop shop experience, one unit pre-configured with everything required to make water chemistry management simple, convenient, and affordable. This package includes the HCC 2000 controller, flow cell, and flow sensor, all now pre-mounted on a backboard with peristaltic feed

pumps for pH and chlorine adjustment.

The HCC 2000 Complete pack's compact design is perfect for new and/or existing applications. This powerful microprocessor-based controller features proportional feed to ensure precise water chemistry and reduced maintenance. It operates using the oxidation reduction potential (ORP) method of water analysis to ensure rapid deactivation of waterborne pathogens such as E.coli.

The controller package comes as standard with our heavy duty, Professional Series sensors where performance and longevity are unmatched in the industry. The sensors are made of Poly Pro™ solid polymer reference technology matched with patented porous Teflon® fluid junction for protection and simple maintenance.

The controller features our advanced, fully programmable microprocessor-based technology which is extremely user-friendly with an easy to read display of

chemical readings and/or status. The controller also incorporates overfeed time out alarms to provide an extra layer of protection against overfeed of chemicals.

According to general manager Patrick Sweeney "This powerful controller offers everything a pool operator and/or manager needs to make their maintenance simple and affordable without compromising performance. The only difference between the HCC 2000 Complete package and the HCC 2000 is the addition of the peristaltic pumps. We want to make things convenient with an "all in one" unit. Adding the peristaltic pumps to the backboard provides

the ultimate in convenience for chemical automation."

Key features and benefits of the HCC 2000 Complete package include:

- Fully programmable microprocessor-based technology with a simple user interface and easy to read display of all chemical readings or status
- Heavy-duty Professional series of pH and ORP sensors with unparalleled performance and longevity
- ORP and pH relays allow automatic powered control of external chemical feed accessories
- 2 peristaltic chemical feed pumps

Hayward® Industries, Inc. acquires majority shareholding in Clevaquip Pty., Ltd.

Partnership of these two long-time business partners will drive growth in Australia, one of the largest swimming pool markets in the world.

Hayward® Industries, Inc. announces it has completed a transaction acquiring a majority interest in Clevaquip Pty., Ltd. of Melbourne, Australia, a major distributor of swimming pool products in the region.

Robert Davis, president and chief executive officer of Hayward Industries, commented, "We are delighted to formally partner with Clevaquip. During our ten year business partnership with Tony Sharpe, Clevaquip Managing Director, and the rest of his team, we have developed a strong respect and admiration for the way they have successfully represented Hayward Pool Products in the Australian market. We are very pleased that Tony, with over 25 years experience in the Australian pool market, will continue to lead the newly formed entity which will operate as Clevaquip, a Hayward company."

This transaction supports Hayward's long term strategic development plan for the Asia/Pacific region which already includes China, India, and Southeast Asia. Leveraging the resources of Hayward's global business with the relationships and knowledge of the Australian market that Clevaquip has achieved will provide leadership products and enhanced service to dealers and pool owners.

Tony Sharpe has expressed his enthusiasm for the transaction as it will provide a significant opportunity for Clevaquip to grow faster while providing a strong future for his entire team. "I have known Hayward and its management team for over twenty years and am delighted we will be working even closer together. Hayward is a global leader in the pool industry and will bring many positive influences to the Australian market."

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Pool Service Marketing 101

Continued from page 19

and disservice on the part of the marketing industry to encourage everyone to do everything.

That's just flat out wrong. Social media is not everything. And it's downright dangerous advice to try and convince pool builders to do otherwise.

Let's be clear. There is a time and a place for all of the new social media. None of it is wrong, but most of it is wrong for you. And, honestly, it's not necessarily all wrong for you, as long as you keep in mind these two very important points:

1. You need to be very selective about which social medium you're going to use and how you're going to use it.

2. It's never going to replace referrals and your website as the two best sources of new leads. (You should think of social media like a yard sign or the Yellow Pages. Yes, it can work, but it's only one of many different ways to get leads.)

Let me clarify, line by line, what you the pool service professional should and should not be doing with regards to social media.

Twitter

Do you follow the tweets of your plumber? Or your car mechanic? How about your roofing contractor? Or your favorite car sales person? Probably not. So if you're not interested in the idle ramblings of these sometimes providers in your life, what on earth makes you think anyone would be interested in yours?

Bottom line for Twitter: If you're a famous celebrity, and/or a good and prolific writer, with many adoring fans, then Twitter might be good for you. Otherwise, fahgetaboutit!

LinkedIn

If you needed to hire a landscaping company, would you start searching through LinkedIn? Or would you more likely talk to your friends and/or go to the Internet?

Bottom line for LinkedIn: It's a B2B (business-to-business) medium. It may be useful if you're trying to sell your services to another business, or trying to find a job. But selling to homeowners? Fahgetaboutit!

Facebook

This is slightly more complicated, because there are really two faces to Facebook: your business page, and your personal page. So for starters, unless you're a famous celebrity, you should not be using your personal page to try to grow your business.

Secondly, if you're planning to use your business page to make sales pitches, then I can assure you that absolutely no one (except possibly your business partner) is interested in any of your Facebook sales pitches. In fact, let me turn a phrase here: It's better to be silent, and thought to be a cheesy, pushy sales rep, than to speak up and remove all doubt.

Here's a quick tip on how to not sound salesy on Facebook: If it is something you would say one-on-one to a friend, then you

shouldn't be saying it on Facebook.

Exception: Facebook is a great place to show your current clients the day-to-day progress of their work. As a result, the selling in Facebook (if any) will then occur between the homeowners and their friends (which is where it should be) instead of from you, aimed at all your so-called friends.

Bottom line for Facebook: It's not wrong to have a Facebook page, and it's not wrong to post things, especially photographs of beautiful pools. But if you're thinking about selling on Facebook, fahgetaboutit!

YouTube

YouTube is a wonderful medium for sharing videos. And I'm a big fan of videos, especially in this industry. So if you want to create your own YouTube channel and promote your industry expertise and beautiful pool designs, I say go for it. Just remember that the purpose of YouTube is to drive people from the Internet to your website.

So whatever you do, don't put a YouTube link on your website, to send them away from your website, over to your YouTube channel. (That's like taking a prospect who just walked into your store, and saying "Hey, did you see our billboard down the street? Here, go outside and walk down the block, and take a look. You'll love it!")

Bottom line for YouTube: If you've got enough videos to create your own YouTube channel, then

for goodness sake, put those videos on your website! It's okay to create and maintain a YouTube Channel. But if you think you're going to sell more pools by driving people away from your website, fahgetaboutit!

P.S. The above advice for YouTube is exactly the same for Flickr. It's okay to post a bunch of photos on Flickr. Just make sure all those photos are on your website also. And whatever you do,

don't "push people out of the store" to go look at your photos somewhere else.

Yes, I guess you could call me the anti-social-media marketing guy. But here's the good news in all this: if you were feeling guilty because you hadn't done all the social media stuff that all the marketing experts have been telling you to do, then you just got a reprieve! Fahgetaboutit!

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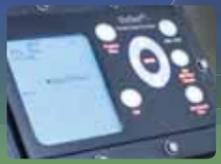


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REGION 1 (NORTHERN CALIFORNIA)

B.O.R.D. Member: David Durkin
(925) 757-1311

E-mail: d.melectricpoolsparepair@yahoo.com

CAPITAL VALLEY: (Sacramento)

First Wed., 7 p.m.

VFW, 8990 Kruthof Way, Fair Oaks
Pres. Scott Houseman (916) 638-4100
scott@leisuretimepool.com

DELTA: (Stockton)

Third Wed., 6:30 p.m.

Casa Flores, 400 E. Kettleman Lane, Lodi 95240
Pres. Rick Plath (209) 951-7926
service@rickspoolservice.com

EAST BAY

First Tues., 7 p.m., Veteran's Hall
3780 Mt. Diablo Blvd., Lafayette
Pres. Brian Duncan (925) 370-6675

EAST CONTRA COSTA

Fourth Tues., 6:00 p.m., Canton Garden Restaurant
7840 Brentwood Blvd., Brentwood
Pres. Anthony Coppel (925) 240-8088

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. Chris Bass (916) 704-1505
basspoolservice@gmail.com

GOLD COUNTRY

First Mon., 6:00 p.m.

Lou La Bonte's, 13460 Lincoln Way, Auburn
Pres. Donald Rosenkrans (916) 300-0383

MODESTO CENTRAL VALLEY:

Third Tues., 6 p.m.

Perkos Restaurant, Kiernand Road & 99, Salida
Pres. Mark Torrence (209) 384-7425

SACRAMENTO CITY

Fourth Wed., 6:30 p.m.

Plaza Hofbrau, 2500 Watt Ave., Sacramento
Pres. Joe Pagluica, (916) 481-2269

SOLANA

Third Tuesday, 6:00 p.m.

Ulati Community Center
1100 Ulati Dr., Vacaville.

Pres. Mario Esparza (707) 448-3405

TRACY

Second Thurs., 6 p.m.,

Perko's Café, 1321 W. 11th Street, Tracy 95376
Pres. Greg Mongeau (209) 833-8109

WEST PLACER

First Thurs., 6:00 p.m.,

Lincoln Women's Club,
Corner of Fifth & E Streets, Lincoln
Pres. Bob Morel (916) 662-4301

REGION 2 (CENTRAL CALIFORNIA)

B.O.R.D. Member: Charles Dudley
(559) 638-4794

E-mail: rpspool@verizon.net

BAKERSFIELD

First Tues., 5:30 p.m., John's Incredible Pizza Co.
3709 Rosedale Highway, Bakersfield
Pres. Mark Wheeler (661) 900-3900

CENTRAL COAST

Second Wed., 7 p.m.,

Golden Gong Restaurant
290 Madonna Road, San Luis Obispo
Pres. Lloyd Dalton (805) 237-8414

CONEJO

Second Wed., 7:30 p.m., Denny's Restaurant

50 E. Thousand Oaks Blvd., Thousand Oaks
Pres. John Williams (805) 526-9088

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. Manuel Margain (559) 307-1072

SANTA BARBARA

Second Mon., 7:30 p.m., Rusty's Pizza Parlor
232 W. Carrillo, Santa Barbara (downtown)
Pres. Daymon Marek (805) 451-6740

VENTURA

Third Tues., 7 p.m.

Yolanda's Mexican Cafe, 2753 Main St., Ventura
Pres. Omar Mora (805) 525-5238

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: Elias Duran
(818) 360-4749

E-mail: poolshow@aol.com

ANTELOPE VALLEY

Second Mon., 6 p.m.

SCP Antelope Valley, 4514 Runway Dr., Lancaster
Pres. Carlos Majano (661) 492-1957
carlos@majanopools.com

CALABASAS

Third Wed., 7 p.m., Superior Pool Products

21320 Deering Court, Canoga Park
Pres. Walt Sweeney (818) 772-7665

DIAMOND BAR

First Thurs., 7:30 p.m.

Oak Tree Lanes, Diamond Bar
Pres. Ray Naseiro (909) 869-7665
propoolcare97@yahoo.com

FOOTHILL

Third Thurs., 7:00 p.m.

American Legion Hall
La Crescenta at Manhattan, La Crescenta
Pres. Raul Fernandez (818) 563-9410

SAN FERNANDO VALLEY

Third Wed., 7:30 p.m., Disabled American
Veterans Hall, 6543 Corbin Ave., Winnetka
Pres. Roy Schneider (818) 606-1330
roysfvipssa@gmail.com

SAN FERNANDO VALLEY METRO

First Tues., 7 p.m., Winnetka Community Center
20122 Vanowen, Canoga Park
Web site: www.sfvmetro.com

Pres. Saul Krochmal (818) 609-8252

SAN GABRIEL VALLEY

Second Thurs., 7:00 p.m.

Indy Mac Bank
100 E. Foothill Blvd., Arcadia
Pres. Charles Loury (626) 332-5683

SANTA CLARITA VALLEY

First Thurs., 6:30 p.m. Winter • 7:30 p.m. Summer
SCP, 28230 Constellation Road, Santa Clarita
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., 6:20 p.m.

Paul Church, 4120 W. Pico Boulevard, Los Angeles
Pres. Seak Koon Byun (626) 289-9056

EAST LONG BEACH

Second Thurs., 6:30 p.m., Ferraro's Cucina Italiana
344 N. Los Coyotes Diagonal, Long Beach
Pres. Jim Burkhalter (562) 461-9555

SOUTH BAY

Second Wed., 7 p.m.,

American Legion Hall
412 S. Camino Real, Redondo Beach
Pres. Rick Morris (310) 755-5279

WESTSIDE

Second Tues., 6:30 p.m.

American Legion Hall
5309 S. Sepulveda, Culver City
Pres. Ric Burgess (310) 569-8005

WHITTIER

First Wed., 7 p.m.

Superior Pool Products in Santa Fe Springs
Pres. Tom Horning (562) 458-2881
tomspoolcare@roadrunner.com

REGION 5 (ORANGE COUNTY)

B.O.R.D. Member: Bob Luedtke
(714) 776-2638

E-mail: poolmanrobert@msn.com

ANAHEIM:

Third Wed., 6:30 p.m.
Roundtable Pizza, 2506 E. Chapman Ave., Fullerton
Pres. Martin Smith (949) 677-1411
bluebalancepoolservice@cox.net

CENTRAL ORANGE COUNTY

Last Tues., 7 p.m., Coco's,

14971 Holt Ave., Tustin
Pres. Pat Angus (949) 651-1083

DANA POINT:

Second Tues., 6 p.m.,

Coco's, Crown Valley and I-5
Pres. Robert Sink (949) 916-8860

HUNTINGTON BEACH

Third Mon., 6:30 p.m., Round Table Pizza
Warner & Euclid, Huntington Beach
Pres. Greg Beard (714) 903-8607

MISSION VIEJO

First Tues., 6 p.m., Carrow's Restaurant
28502 Marguerite Parkway, Mission Viejo
Pres. Andy Bruer (949) 598-0998

NORTH ORANGE COUNTY

Second Wed., 7 p.m.

Polly's Pies, 18132 Imperial Highway, Yorba Linda
Pres. Rick Reyes (714) 635-5459
rickmreyes50@yahoo.com

ORANGE COAST

Last Monday, 5 p.m., Carrow's Restaurant
Warner & Magnolia, Huntington Beach
Pres. Tom Roberts (714) 965-4688

ORANGE COUNTY #1

Second Wednesday, 7:00 p.m.

Graziano's, Yorba Linda, 714-524-2770
Pres. Terry Lewis (714) 667-6030

ORANGE COUNTY #9

Second Wed., 7 p.m., Dad Miller Golf Course
North Gilbert Street, Anaheim
Pres. Jim Strother (714) 962-9710

ORANGE COUNTY POOL PROFESSIONALS

Last Mon., 6:00 p.m.,

Claim Jumper Banquet Room, 18050 Brookhurst St.,
Fountain Valley CA 92708
Pres. Jeff Theders (714) 435-9080

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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. Robert H. Foutz Jr. (714) 846-6106
rhfouz@verizon.net

TUSTIN/IRVINE

Second Tues., 6:00 p.m., PSOC Waterline Technologies,
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Pres. Rich Foley (714) 974-1514

YORBA LINDA

First Wed., 7 p.m., Graziano's Italian Restaurant
17487 Imperial Highway, Yorba Linda 92886
Pres. David Hartson (714) 306-4864

REGION 6 (INLAND EMPIRE)

B.O.R.D. Member: Nathan Smith
(951) 687-1449

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CORONA

Second Tues., 7:00 p.m., Marie Callenders
160 E. Rincon St. (at Main St.), Corona
Pres. Frank Harrington (951) 796-8208
cannonballpoolservice@yahoo.com

HEMET:

Third Wed., 6:00 p.m., El Jalapeno
1999 N. State Street, 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. Lance Sada (951) 837-6322
npircipssa@verizon.net

ONTARIO/ RANCHO CUCAMONGA

Second Tues., 7 p.m., Carrows Restaurant
11669 Foothill Blvd., Rancho Cucamonga
Pres. Ron Goodwin (909) 989-0406
good2win@msn.com

PALM DESERT

Third Thurs., 7:00 p.m., Burger Time Restaurant,
78-365 Varner Road, Palm Desert.
Pres. Brian Gibson (760) 964-0591

PALM SPRINGS

First Wed., 6:30 p.m.

Elks Lodge, 67491 Elk Drive, Palm Springs
Pres. Ken Pomije (760) 413-6022

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. Rusty McMartin (909) 767-1633

TEMECULA/MURRIETA

Third Wed., 7 p.m., Pat & Oscar's
29375 Rancho California Rd., Temecula
Pres. Scott Peterson (951) 699-8407

REGION 7 (SAN DIEGO COUNTY)

B.O.R.D. Member: Chuck Gough
(760) 434-7623

E-mail: cabhgough@sbcglobal.net

CARLSBAD

Third Wed., 7 p.m.: Q Restaurant & Sports Bar,
2725 Vista Way, Oceanside, CA 92054
Pres. David Talbot (760) 720-1546

ESCONDIDO

Third Wed., 6:30 p.m.

PEP, 1270 Distribution Way, Vista
Pres. Matt Hughes, (619) 306-0533

NORTH COUNTY COASTAL

Third Tues., 6:30 p.m.

Brett's BBQ, 1505 Encinitas Blvd., Encinitas
Pres. Jordan Nelson (760) 753-4996

RANCHO DEL MAR

Third Mon., 5:30 p.m.

Chevy's, 2730 Via De La Valle, Del Mar CA.
Pres. Lance Clifton 858-874-7764

SAN DIEGO

Third Wed., 7 p.m., Mission Valley Resort
875 Hotel Circle S., Mission Valley
Pres. Mark Curran (619) 579-1720
www.ipssasandiego.com; mtcurran@cox.net

SAN DIEGO EAST COUNTY

Third Tues., 7 p.m., Pinnacle Peak Steakhouse
7927 Mission Gorge Rd. Santee CA, 92071
Pres. Joe Lukacik (619) 508-8587

SAN DIEGO METRO:

Fourth Thurs., 7:00 p.m.
Coco's, 1025 Fletcher Parkway, El Cajon
Pres. Javier Payan (619) 843-9460

REGION 8 (SOUTHWEST)

B.O.R.D. Member: Kurt Schuster
(602) 488-7335

E-mail: badgerpool@yahoo.com

EAST VALLEY

Third Thurs., 6:45 p.m., Superior Pool Products
2350 W. Broadway Rd. #110, Mesa
Pres. Marc Cannon (602) 432-3371
www.eastvalleyipssa.com

HENDERSON:

First Wed., 7 p.m.
SCP, 1425 Helm Drive, Las Vegas, NV
Pres. Reese Bettencourt (702) 454-7946

IPSSA VIPS:

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

LAS VEGAS:

First Thurs., 7 p.m.
Vietnam Vet's Hall, 6424 West Cheyenne, Las Vegas
Pres. Kenneth Minster (702) 658-1154

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

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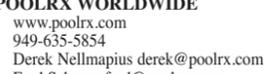
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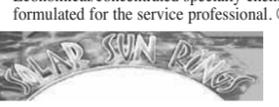
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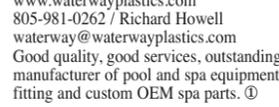
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