

## California pool motor energy efficiency regulations: questions answered

California's swimming pool industry has been reeling following adoption by the California Energy Commission of a new Title 20 set of regulation which requires two-speed or variable speed pool circulation system motors, along with appropriate control devices, on all new pool construction. The Commission and its contract consultant hired to draft the regulations – Pacific Gas and Electric Company – largely failed to consult the industry when preparing the regulations. After their adoption and becoming public, a great number of faults were seen which made sections of the original requirements largely unenforceable.

SPEC and APSP's Technical Committee were successful in having implementation of the regulations delayed while needed changes were negotiated between PG&E and the Technical Committee and then taken back to the Commission for adoption. These regulations still remain a work in progress, even though they are, for the most part, in force today.

To provide a forum in which industry members could be informed and question knowledgeable sources, SPEC arranged to conduct a two hour seminar at the recent Western Pool and Spa Show in Long Beach titled, "Multi-Speed

Pool Motor Mandate – A Debate." Questioning the state's action was SPEC President and CEO Donald Burns. Providing articulate responses was Gary Fernstrom, PG&E's lead engineer on the pool regulation's development project.

Following is a review of the discussion that took place. Many audience questions were also asked and answered which could not be included in this summary. However, the text will provide answers to most, if not all, of the industry's questions.

**Policy Issues:**

**Burns:** Prior to January 1, 2006, there were no Federal or State regulations governing swimming pool pumping energy efficiency. This market was working perfect well on its own responding to consumer demand. Why was it prudent or necessary for Government to intervene in private sector commerce that had been undisturbed and working well for decades.

**Fernstrom:**

- California has 1.5 million private residential in-ground swimming pools, which if operated simultaneously would demand the output of six entire power plants. The opportunity exists to reduce this need to two plants, saving the cost and air quality impacts of four

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## Ballots for proposed bylaws amendments will arrive later this month

Later this month members of IPSSA will receive a ballot to vote on a proposed amendment to the IPSSA bylaws regarding creation of new regions. Currently bylaws Section 6.1.b requires a membership ballot to approve the creation of a new region. The proposed amendment would put give the Board of Regional Directors the authority to create new regions. The ballot also will ask for a vote on removing Section 7.2 of bylaws which specifies that there shall be ten members of the BORD, one for each of the ten regions. Other sections of the bylaws address representation of a director on the BORD for each of the chartered chapters, without referencing a specific number.

If approved, the new bylaws provisions would go into effect immediately.

Obviously, there are pros and cons to this issue. Please discuss this ballot measure among your fellow IPSSA members.

When your ballot is mailed to you at the end of April, please cast your vote.

## IPSSA introduces pool and spa safety videos

Homeowners now have an additional resource from IPSSA on safety issues concerning swimming pools and spas. The association now has a series of videos streaming on its web site [www.ipssa.com](http://www.ipssa.com) that not only deal with water safety and drowning, but equipment safety as well.

Each segment runs for about two minutes. Topics include:

- Introduction by Javier Payan
- Suction entrapment
- Pool filter cleaning
- Commercial pools
- Pool environment
- Poolside electrics, GFCI, and timers
- Water Watcher tags
- Pool covers and solar blankets

- Chlorine generators
- Poolside fencing
- Testimonials from Ian Barrow and Yosina Lissebeck, parents whose children were involved in near drowning accidents

IPSSA believes your backyard swimming pool and spa are sources of relaxation and exercise for your friends and family. We also believe there should be awareness of certain safety precautions. The professionals of IPSSA have been advocates of layers of protection for a number of years.

IPSSA thanks Javier Payan and the members of IPSSA Region 7 for producing this important public information video series.



**Javier Payan, a member of the IPSSA San Diego Metro chapter and former Region 7 director, was awarded the 2008 Community Lifesaver Award by the National Drowning Prevention Alliance. See story on page 17.**

## IPSSA members express great interest in new collections service

A new membership benefit was announced at the 2008 IPSSA Leadership Seminar: IPSSA and Transworld Systems Inc. (TSI) have formed a strategic alliance resulting in the immediate availability of Green Flag Profit Recovery services to all IPSSA members, at a preferred rate.

Since announcing this new benefit, enrollment in the program has been impressive, according to Gary Ellyatt, IPSSA Member Benefits Committee chair. "I know of one member in Texas who already has recovered \$1,200 in bad debts using this service."

**Who is Transworld Systems and what is Green Flag Profit Recovery?**

TSI is the nation's leading provider of Profit Recovery and Cash Flow Management services. For more than 38 years, businesses of all types have relied on TSI to help them recover their slow-paying and non-paying accounts throughout the US as well as in 80 foreign countries. Green Flag Profit

Recovery is TSI's flagship service, currently used by over 60,000 businesses including half the Fortune 500 companies. Through its network of 130 offices nationwide, TSI provides its clients with the most cost-effective way to collect their past-due balances without losing customer loyalty. Transworld's ability to collect four times the industry average at 1/6th the cost is legendary. In the past five years alone, TSI has collected 2.4 billion dollars for its clients and, according to Barron's, "Transworld gets credit for the highest recovery rate in the industry".

**What does this mean to me?**

TSI is no stranger to IPSSA members. Satisfied members have been signing up individually and using the service on their own for years. Because of the newly formed strategic partnership, made possible by the combined efforts of IPSSA leadership and TSI, all members now have preferred access to TSI services. This means that as an IPSSA member you can now use

Green Flag Profit Recovery with:

- No start-up costs
- No minimum number of accounts and
- No long term commitments

IPSSA will simply invoice members \$25 for each account submitted for collection. Members will receive 100% of recovered money! No percentages will be deducted from the amount collected and the money will be paid directly to you by the customer.

**How does the service work?**

Once you've been set up on-line (see "How do I get started" below) you will be able to begin submitting your account(s) for collection by entering minimal data about your delinquent customer (name, address, how much is owed, etc.) No mailing or faxing of invoices is required. TSI will contact your customer and direct them to pay you directly or call you if they want to make payment arrangements. Once your money comes in, you simply go on-line and report the payment

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### Things to do in April

- Filter maintenance
- Increase filter run times
- Check conditioner level

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**Reno Rodriguez wins the February Education Corner quiz**

Reno Rodriguez, a member of the IPSSA Monterey chapter, was randomly selected among all who submitted the correct answers to the February Education Corner quiz and wins an IPSSA sports watch. All correct entries submitted during 2008 will be eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the February quiz are: 1) The "acceptable" pH range for pool water is: A) 7.2 to 7.8; B) 7.4 to 7.6; C) 7.4 to 7.8; D) 7.2 to 7.6. *The correct answer is A) 7.2 to 7.8.* 2) Most residential chlorine generators design to accommodate pools up to 25,000 gallons are capable of producing about 1 pound of pure chlorine a day. A) True; B) False. *The correct answer is A) True.* 3) If there are more hydrogen ions (H+) in the water than hydroxyl ions (OH-) the pH will be: A) Higher; B) Lower; C) Neutral; D) Not

affected. *The correct answer is B) True; B) False. The correct answer Lower. 4) Acids taste sour. A) is A) True.*

**Calendar of Events**

- April 10** **2008 NASCAR Camping World Series West** featuring Hasa Sponsored Driver Moses Smith Phoenix International Raceway Avondale, Arizona  
Free tickets to IPSSA members through your local Hasa sales rep  
www.hasaracing.com
- April 14-16** **Third Middle East Pool & Spa Exhibition**  
Dubai World Trade Center  
www.mepool.com
- April 17** **IPSSA Santa Clara Valley Nuts 'n' Bolts**  
Napredak Hall, San Jose, California  
Dave Allen, 408-984-6737  
See information on page 5
- April 19-21** **CPO Instructor Training**  
Puerto Rico  
www.nspf.org
- May 3** **IPSSA Board of Regional Directors Meeting**  
Doral Desert Princess Resort, Cathedral City, California  
IPSSA executive office, 888-360-9505
- May 6** **IPSSA East Bay/APSP 11th Annual Tabletop Show**  
Veteran's Memorial Hall, Lafayette, California  
See information on page 7
- August 2** **IPSSA Board of Regional Directors Meeting**  
Region 10 Location TBD  
IPSSA executive office, 888-360-9505
- Oct. 2-4** **Pool Industry Expo**  
Monterey Conference Center, Monterey, California  
www.poolindustryexpo.com
- Oct. 15-17** **Fifth Annual World Aquatic Health Conference**  
Crowne Plaza Hotel, Colorado Springs, Colorado  
www.nspf.org
- Nov. 8** **IPSSA Board of Regional Directors Meeting**  
Region 8 Location TBD  
IPSSA executive office, 888-360-9505
- Nov. 18-20** **International Pool & Spa Expo**  
Mandalay Bay Convention Center, Las Vegas, Nevada  
www.poolandspaexpo.com
- Jan. 14-17, 2009** **Texas Pool and Spa Show**  
Forth Worth convention Center, Fort Worth, Texas  
www.texaspoolandspashow.com

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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 **MAY 20, 2008.**

- 1) You should compare test kit colors in direct sunlight.
  - a) True
  - b) False
- 2) ORP is short for:
  - a) Oxidation Reaction Potential
  - b) Oxidation Reduction Potential
  - c) Oxidizer-Reducer Potential
  - d) Oxygen Reducible Particles
- 3) The pH of the water determines how much HOCl and OCl- you have.
  - a) True
  - b) False
- 4) Which of the following is not a result of high pH?
  - a) Scale formation
  - b) Cloudy water
  - c) Corrosive water
  - d) Eye and skin irritation

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Chapter \_\_\_\_\_

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

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

Mail Entry to:

IPSSA Quiz, P.O. Box 15828, Long Beach, CA 90815-0828

Or Fax to: (888) 368-0432

Entries for this month must be received by **MAY 20, 2008.**

**WELCOME NEW MEMBERS!**

**REGION 1 – Capital Valley:** Ken Nichols. . . **Solano:** Keith Rennie El Dorado: Tyler Davis. . . **REGION 2 – Ventura:** David Olsthoorn, Brian Farris, Travis Child. . . **Visalia:** Edward Weeks. . . **Conejo Valley:** Charles Boosinger, Joey Martin, Mike Morgan. . . **REGION 3 – Antelope Valley:** Steven Polovina. . . **REGION 5 – Dana Point:** Antonio Zarazua. . . **Anaheim:** David Avila. . . **REGION 6 – Riverside:** Janette Penney. . . **Redlands:** Rick Kresge. . . **Corona:** Justin Mader. . . **REGION 7 – North County Coastal:** James Nelson. . . **REGION 8 – Tucson:** John W. Henkel. . . **Scottsdale:** William Gallen. . . **REGION 9 – Rio Grande Valley:** Humberto Garces. . . **Fort Worth:** Ehrin Johnson, Frederic Martinez. . . **Mid-Cities DFW:** Kraig Williams, Carl Jorge. . . **Gold Coast:** Jean Sidwell. . . **Cape Coral:** William Hull. . . **Region 10 – Silicon Valley:** Vincent Lie Shin Sen

**Financial office thanks chapters with prompt payments**

The Financial Office thanks the following chapters, whose members all paid promptly in March before second notices were required:  
Region 1: Gold Country, East Contra Costa, Solano  
Region 2: Conejo, Santa Barbara, Central Coast  
Region 3: Foothill, Calabasas, Antelope Valley  
Region 4: Central Los Angeles  
Region 5: Saddleback, Southwest, Orange County Pool Professionals  
Region 6: Hemet, Palm Springs  
Region 7: Rancho del Mar, San Diego Metro  
Region 8: North Phoenix, East Valley, Las Vegas  
Region 9: Fort Worth, Corpus Christi, Rio Grande Valley, Osceola, Gold Coast

# Highlights of February 1, 2008 IPSSA Board of Regional Directors meeting

**Present**—Jerry Houseman, Region 1 Director; Lane Clark, Region 2 Director; Terry Snow, Region 3 Director; Adam Morley, Region 4 Director; Jim Romanowski, Region 5 Director; John Bettencourt, Region 6 Director; Javier Payan, Region 7 Director; Mark Cyr, Region 8 Director; Phil Sharp, Region 9 Director; Gary Ellyatt, Region 10 Director; Vickie Lester, CAE, Executive Director; Clint Cramer, CPA, Financial Office; Jeannine Christensen, Executive Office; Jay Lang, Financial Office; Ray Arouesty, Arrow Insurance Service; Mike Gardner, Region 1 Director-Elect; Bob Nichols, Region 3 Director-Elect; Bob Luedtke, Region 5 Director-Elect; Chuck Gough, Region 7 Director-Elect.

**Guests**—Dave Durkin, East Bay Chapter, Region 1; Mark Johnson, East Bay Chapter, Region 1; Celia Hugueley, Gold Country Chapter, Region 1; Alex Berumen, Diamond Bar Chapter, Region 3; Scott Sax, Diamond Bar Chapter, Region 3; John Venti, Diamond Bar Chapter, Region 3; Mike Lu, East Valley Chapter, Region 8; Jason Bonser, Fort Worth Chapter, Region 9; Tina Slagle, Fort Worth Chapter, Region 9; Doug Dinkins, Houston Chapter, Region 9; Jim Jacobsmeyer, Houston Chapter, Region 9; Rita Jacobsmeyer, Houston Chapter, Region 9; Todd Starner, Manasota Chapter, Region 9; Jeff McKinney, Osceola Chapter, Region 9; Derric Raymond, Osceola Chapter, Region 9; Mark Lyons, Santa Clara Chapter, Region 10; Joe McVeigh, Santa Clara Chapter, Region 10

Viral Patel, Santa Clara Chapter, Region 10; Richard Sommers, Santa Clara Chapter, Region 10; David Hawes, Tri-Valley Chapter, Region 10; Bob Lowry, Lowry Consulting Group

**Consent agenda**—MSC to approve the consent agenda, specifically minutes of the November 3, 2007 and January 23, 2008 meetings and regional reports and minutes.

**Financial report**—Cramer reported that for the period ending December 31, 2007, there were \$537,414 in revenues and \$563,681 in expenses for the general fund, with a net deficit of \$26,267. Assets were \$188,061, liabilities were \$2,227 and equity \$185,834. The Benevolent Fund took in \$37,156 and had disbursements of \$24,244, with \$39,854 in assets and \$21,861 available to 2007 survivors. The Scholarship Fund took in \$30,994 in revenues (including interest) and had \$3,225 in disbursements, with a net balance of \$126,453. The reserve fund balance is now \$399,738. The December 31, 2007 membership census shows a total of 3,711 members.

**Administration**—Lester reported that the web site development has been delayed due to issues regarding access to database information. She will continue to monitor the progress of the new site's launch. Bettencourt recommended creating a task force to work on consideration of centralized processing of membership applications and uniform minimum membership criteria.

Sharp has submitted a system of evaluating membership growth by chapters, as a possible component of a chapter awards program. Lester reviewed the reasons for establishing a policy on contract signing authority. This matter was deferred to the 2008-2009 BORD for development. Romanowski reported that he and Snow conducted a performance evaluation of the executive office staff in January.

**Bylaws**—It was agreed to issue in May the ballot for the proposed bylaws amendment regarding creation of regions. Directors can discuss the pros and cons of such an amendment at the April regional meetings. MSC that amounts of dues increases must be specified in the minutes and that members must be notified in writing 30 days before the increase goes into effect.

**Education**—Houseman reported that Basic Training Manual Part 2-Equipment has been published and is available for sale at the weekend's leadership seminar. The committee has appointed Mike Gardner as IPSSA's representative on the FPSIE Board of Directors and Celia Hugueley as IPSSA's representative on the FPSIE Board of Regents. Houseman also reported that the Education Committee approved a \$15,000 donation to FPSIE from its committee budget.

**Entertainment/Trade Shows**—Romanowski reported that the next BORD meeting will take place on May 3, 2008 in the Palm Springs area. The executive office has received bids from several area hotels and a decision will be made

soon on the exact venue. The Florida Pool and Spa Show February 22-23 will be staffed by some members of the BORD and representatives from the Florida chapters. The 2008-2009 Entertainment/Trade Shows Committee will determine who will staff the IPSSA booth at the March Western Pool and Spa Show.

**Expansion**—Sharp reported that Florida expansion is continuing at a steady pace. Plans are being formulated to create a chapter in the Jacksonville area. It was agreed not to offer a membership campaign for 2008-2009. Appreciation was expressed to Hayward for donating equipment as incentives for the 2006-2007 and 2007-2008 campaigns.

Continued on page 4

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## Highlights of February 1, 2008 IPSSA Management Company Board of Directors meeting

**Minutes** -- MSC to approve the minutes of the November 3, 2007 meeting, as written.

**Financial Report** -- Cramer reported that for the period ending December 31, 2007, there were \$157,205 in revenues, and \$159,920 in expenses, resulting in a net deficit of \$2,715. Assets were \$655,835, liabilities were \$578,248, and equity was \$77,587. MSC to approve the revised budget for 2008, which reflects more accurate estimates on income for books and merchandise and expenses for postage and stationery.

**Insurance Report** -- Arouesty reviewed the most significant claims of the past year.

**New Business** -- The BORD met earlier in the morning in executive session (in which Mark Alcorn, legal counsel also participated via speakerphone) to review the proposal from Cramer & Associates regarding billing software. No agreement was reached. Also in executive session the BORD unanimously approved a motion to accept Cramer's proposed contract, with minor additions to come from legal counsel.

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## BORD meeting

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**Finance**—Cramer and Houseman reviewed changes to the 2009 budget, which were approved by consensus.

**Member Benefits**—Arouesty encouraged chapters to make sure all members have designated their life insurance beneficiaries. The financial office can provide lists to chapters upon request. Ellyatt reported that the Transworld/Green

Flag agreement has been finalized and that a representative from the company will make a presentation regarding this new member benefit at the leadership seminar the following day. MSC to approve G&P Tools as an associate member. MSC to approve Swim Safe Pool Solutions as an associate member. MSC to approve Rayner Covering Systems as an associate member.

**Outreach**—Payan distributed DVDs of the recently produced safety video and reported it ready for streaming on the IPSSA web site. Two people have expressed interest in filling the NPIRC liaison position. The 2008-2009 Outreach committee will review credentials of those who apply for the position and will make a recommendation to the BORD.

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## California pool motor energy efficiency regulations: questions answered

Continued from page 1

entire power plants with very little negative impact on pool owners.

• There was no definition of swimming pool pumping energy efficiency, or no test to determine it. Since the pool industry had not developed a definition and performance testing, it was an appropriate role for government to establish a test for energy efficiency and a requirement that the results reported.

• While more efficient 1-speed and extremely efficient 2-speed equipment was available in the market place, it was rarely used. Similarly, since efficient equipment selection practices were not being followed, it was an appropriate opportunity to regulate given the low-costs and high benefits.

**Burns:** PG&E was the proponent and advocate for pushing these regulations through. What business does it have even doing this? One would think that PG&E would want to sell more electricity, not less?

#### Fernstrom:

• PG&E has been ordered by the California Public Utilities Commission to make energy efficiency first in the "loading order", which means the resource of first choice so long as it is less costly than new power plant capacity and energy.

• To comply with this order, which is in the interest of all utility customers, PG&E operates a number of voluntary efficiency programs, where information, education, and rebates may be provided for good efficiency improvement opportunities, such as for swimming pool pumping.

• To supplement its voluntary programs, PG&E advocated with the California Energy Commission and the U.S. Department of Energy for energy efficiency standards that eliminate the least efficient products from the market.

• This effectively offers a "carrot and stick" approach. PG&E only advocates for standards for highly cost-effective opportunities that do not take away service and convenience provided to customers.

**Burns:** These regulations and the related hearing processes were a surprise and disruptive to the industry. Why wasn't this communicated so that industry could have meaningful interaction during the discussion and decision making process?

#### Fernstrom:

• Communication is always an issue with efficiency regulations, as it seems there is always someone who didn't know what was happening. PG&E has tried to widely communicate what it is doing and solicit input from swimming pool professionals, but honestly, it has taken some time to become involved in the industry and learn which representatives to involve. PG&E now works closely with the APSP, SPEC, Pool and Spa News, many local tradesperson's group chapters, and pool equipment wholesalers.

• Admittedly, even with PG&E's sincere best effort to communicate, efforts to improve swimming pool efficiency got off to a rough start. Hopefully most would agree that it's better now, but when did we ever see everyone in this industry agreeing about anything?

**Burns:** There is a lot of confusion and misinformation in the industry about the efficiency regu-

lations. What are they and how are they being communicated to achieve full understanding and reach a wide audience?

#### Fernstrom:

• This is a wide ranging issue.

• The regulations apply differently to manufacturers and sellers of pool pumping products.

• Manufacturers must test, report to the CEC for listing, and label residential swimming pool pumps and motors in a specific way. Pumps (products including both the pump and motor) and motors (pool pump motors) must be tested, their efficiency reported. Motors must be labeled with their total HP (the product of nameplate HP times Service Factor), and pumps must be labeled separately with their HP.

• Sellers of these products (manufacturer, distributor, wholesaler, retailer, and contractor) must assure that residential swimming pool filtration pumps be of 2, multi, or variable speed if 1 Total HP or over, and in all cases motors may not be of split phase or standard efficiency cap-start, induction run design (2-speed motors may be of cap-start, induction-run design on low-speed operation).

• These regulations are widely discussed and covered in the trade press, but they can be found on the California Energy Commission web site ([www.energy.ca.gov](http://www.energy.ca.gov)) on the Appliance Standards link. Anyone in doubt may also call the CEC at 916-654-4287. PG&E has also been working with the CEC on developing a customer communication letter for contractors to carry and reference when discussing pump replacement or repair. This is expected to be available later this summer.

**Burns:** Who has to comply?

#### Fernstrom:

• Anyone offering residential pool pump equipment manufactured for sale in California.

**Burns:** What are the consequences for not complying?

#### Fernstrom:

• It is a violation of California state law to not comply, and the California Energy may take "appropriate action" against those found out of compliance. More likely though, contractors found to have installed pool pump equipment illegally would be subject to potential non-payment for work, customer initiated legal action, or action by the Contractors State Licensing Board.

**Burns:** I've heard that some companies have been telling contractors that replacement motors are covered by these regulations. I find nothing in the CEC's regulations that requires this.

#### Fernstrom:

• Replacement pool pump motors are not currently required to comply, according to CEC attorneys. While it was our intention to cover them, they were inadvertently left out of the Scope of the Regulations; therefore they are temporarily not covered. PG&E, APSP, and some individual stakeholders are currently working with the CEC to correct this. It will require a vote by the Commission. The estimated time frame is 6 to 18 months, depending on what priority the CEC gives it and the extent to which it might be opposed.

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**One Man's Opinion**

**Still more changes**

By Robert Foutz Jr.

Robert Foutz Jr. is a member of the IPSSA Huntington Beach chapter.

As part of my celebration of IPSSA turning twenty, in my last column I listed twenty ways that IPSSA and the swimming pool industry has changed. Funny, once you start looking for something it is easy to find more, so here are about twenty more things that changed the way we do our jobs.

Pool safety has and will be an issue for pool owners, service techs, and builders. I remember one of the first **four-sided pool fence** bills passed by the California legislature did not allow the back fence or any part of the house to be considered as part of the fence. If SPEC and others had not killed it, you would need a pool fence a foot a way from you neighbor's fence. I like the **removable nylon mesh fences** - they are easy for an adult to get through but almost impossible for a child to get through. The other big safety issue has been **suction entrapment** and how to stop it. Everything from replacing old main drain covers with **anti-vortex** covers, installing **vacuum release** devices, and even a **break-away cover**. (A break-away cover saved the life of my friend's daughter. Her hair was sucked into the drain cover; her rescuer was able to snap the cover off and get her out of the spa.) The State of California has mandated that all new pools have **split main drains**.

Commercial pool owners had their share of new safety rules to deal with suction entrapment. Back in the 1990s all commercial and public wading pools that were eighteen inches or less deep had to have the bottoms cracked out and main drain split. This made for big profits for plasterers but headaches for condo and apartment owners. For years all commercial spas had to have an **emergency shut-off switch** that turns off the all the pumps. One of my commercial pools was replastered last year and the law now states that an **alarm** must sound every time the switch is turned off.

Pools themselves have changed. No longer a blue kidney-shaped vessel in the backyard, but the whole yard has become a **vacation backyard** with a **theme pool**. The pools could have a vanishing edge, or be surrounded by **manmade boulders** that lead to a **water shape feature** or **waterfall**. These new (or remodeled) pools will have special a suction port on the side of the pool for an automatic pool cleaner so the skimmer can still do its job. They will also have spas with **automatic control valves** - no more going out in the dark; to turn on the spa just

**In Memoriam**

**Patrick Vititoe**

Patrick Vititoe, a long-time member of the IPSSA Santa Barbara chapter, passed away unexpectedly on February 3. He was 57.

His friend and colleague Steve Kennedy commented, "Pat was well liked and respected. The local pool service community is shocked and saddened by his passing."

Pat is survived by his wife of 27 years, Lisa, and their five children.

push a button.

Over the last 20 years, regional **Hands On Table Top (HOTT) shows** have popped up all over place and **Pool Industry Expo** provides educational opportunities for all. The **NSPI** and their **International Expo** are gone, replaced by the **Hanley-Wood Backyard Expo**. **NSPI** is now the **Association of Pool and Spa Professionals**, or **APSP**.

And **IPSSA** itself has changed and grown. We added new states: **Arizona, Nevada, Texas, and Florida**. Our insurance had

changed and grown, from \$300,000 to \$1,000,000. We have added **hazmat** coverage and a **life insurance** policy. **The IPSSAN** that was once just about eight pages with one guy who wrote about stuff is now in color with 20 pages or more. One thing that has not changed is **IPSSA's** commitment to each other, servicing sick members' pools, sharing our knowledge with each other, and becoming friends as well as competitors. Our motto is new but it has 20 years of history behind it. **You're on your own, but you're not alone**. Last is **me**, I have been writing about pools and life for 20 years. **As it should be.**

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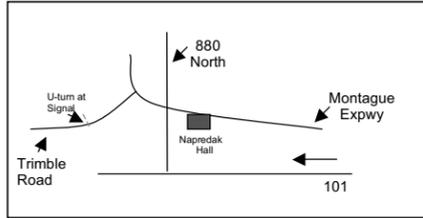
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# Ask Sue

*Note to readers: We are pleased to offer this regular series of tech tips, provided by Sue Robach, regional training manager for Pentair Water Pool and Spa. If you have questions for Sue, send them to ipssamail@aol.com*

**Why is it necessary to increase**

## filter cycles in the spring?

It is very common in year-round pool markets for pool owners to decrease the run time on the filter pump during the winter months. This may seem like a good idea. After all, as the water gets colder, the pool is not used, bacteria and algae are much less active, and running the filter pump for fewer hours can save money on energy.

The problem with decreasing

filter run times for the winter, however, is that the pool may not achieve a full turn every day. Without this turnover rate, you could end up with more dirt in the water than your winter chlorine dose can handle.

Turnover rate is the amount of time that it takes to move all the gallons through the filter system one time. Most residential pools require one turn per day. This phys-

ically removes the particulate matter (dirt) from the water. Organic matter such as dirt and other impurities are attacked by the chlorine molecules keeping the water clear. When we cut back on the filtration time, the pool is not getting a full turn per day. And that means dirt can build up in the pool, and the chlorine residual may not last the full winter.

As warm weather approaches, airborne pollen increases and algae spores multiply very quickly. The water starts getting warmer, which accelerates this process even more, using up any chlorine residual that may be in the water. It is very common to see pools turn cloudy in the spring and, if we are not careful, have a healthy new algae bloom. It is very important to keep an increased residual of chlorine in the water, but also to catch up on the turns for the water through the filtration system. The cost of treating an algae infestation often far outweighs the savings in energy costs you might achieve by decreasing the filter run times through the winter months. On my pool, I do not change my turnover time from winter to summer.

If the pool owner insists on decreasing the run time in the win-



Sue Robach

ter months, make sure to start increasing both the chlorine residual and the run time once the weather starts getting warmer.

## Can you refresh my memory about how to figure out turnover?

The turnover rate is calculated by multiplying the gallons per minute (GPM) output through the pipe by 60 minutes. This establishes how much water is being moved in one hour. Divide this sum by the total gallons in the pool and this figure represents how many hours the pump must run to achieve one turn. (By the way, don't forget that pipe size determines flow, not the pump's horsepower.)

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## Collections service

Continued from page 1  
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3. Click on the "IPSSA" link.

4. Download the IPSSA "Participation Agreement" form, fill it out and fax it to the IPSSA Financial Office.

OR: A copy of the "Participation Agreement" form is inserted in this issue of The IPSSAN.

5. The IPSSA Financial office will notify TSI, and then you receive via e-mail the link to the TSI web page, where you will find the TSI Agreement to complete and submit it online.

6. Members will receive a USERID and PASSWORD for logging into the TSI portal where they will submit accounts. (All IPSSA links are password protected. Enter the password IPSSA (all caps) when prompted.)

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# LETTERS

Letters to the editor must be signed in order to be published, and must be accompanied by an address, valid e-mail address, and a daytime phone number for verification purposes. (Your phone number will not be printed.). Unsigned letters will not be published unless a compelling reason for withholding your name is given. Letters to the editor containing erroneous or unverifiable information will be edited or rejected. No letter that makes personal attacks on someone's character will be published. The editorial staff reserves the right to edit for length or grammar or reject submitted material that does not meet these standards. Letters requiring a response will be held for publication until the response is received.

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

### More on Title 20

I am writing about Bob Nichols letter in the March 2008 IPSSAN.

I believe the 1st sentence of that letter is incorrect. As it has been explained to me time and time again in various trainings since the Fall of 2007, direct replacement motors are only permissible if the total horsepower is 1 or less, regardless of manufacture date. Total horsepower being, HP x Service Factor = Total Horsepower.

This is a key issue in Title 20. There is a huge amount of misunderstanding in our industry about Title 20. Even though it's in the "Letters" portion of The IPSSA, I think it is a great disservice to your readers to print misinformation on an issue that so greatly impacts our industry.

I think it would be in the best interest of IPSSA to sift through all the legalese in Title 20 and put it in print exactly what is and is not allowed.

By all means please tell me where to stick my issue of The IPSSAN if I am wrong.

Lance Clifton

IPSSA Rancho Del Mar chapter

Bob Nichols responds:

I agree there is a lot of confusion about Title 20. My recommendation to those that are confused is that they read Title 20 and all the related information pertaining to the regulation.

The California Energy Commission, to my knowledge, in correspondence from PG&E has stated to Leslie's Pool Mart and AO Smith that the regulation is directed to new construction and places requirements on new construction after January 2008. Don Burns has supported this position in his letter of the same issue of *The IPSSAN*. Note that the CEC clarification to Leslie's and AO Smith may change at any time. That is why the service industry must keep a level of involvement, so that our opinion is taken into account when regulatory decisions are made. Old news is always less informative than current news. I believe that Don Burns' legislative update supports my comments as does the move by PG&E to have the CEC its position on direct replacement.

If the situation is appropriate we should provide our customers with current technology, saving them money and reducing the use of electrical service and continue as an industry to do our part in energy conservation, but there are limits on every project that should be professionally appraised.

Keeping up on the day to day information and sorting through the stacks of opinions and clarifications is a profoundly difficult and time consuming project.

We have to tip our hat and provide support to Don Burns and his

staff at SPEC for the efforts they put forth in keeping us up to date on matters such as Title 20. Our comments and statement of position are important factors in the work that Don does for us.

There are an enormous number of issues around Title 20 including but not limited to warranty issues, pool hydraulics, electrical service available at job site, and cost to the consumer. These issues are still being addressed, hopefully with answers to us soon.

Bob Nichols

IPSSA Outreach Committee Chair

Currently, some energy companies in California are offering rebates for the replacement or installation of two-speed, variable speed, and variable flow circulation pump to any individual who takes a two to four hour education course and abides by Title 20 regulations for installation. What this means is that a non-licensed person can purchase and install these pumps to receive a cash rebate for doing so. Because of this, we are now faced with at least three new problems for our contracting system and the public could possibly be put in danger due to the inherent and preexisting conditions that might warrant a comprehensive electrical and hydraulic evaluation be done prior to the replacement of a potentially larger pump.

First, any job that is valued at over \$500, including labor and parts, must be performed by a licensed C-53 or C-61/D-35 contractor. The average purchase price of a VS pump (the less expensive pump compared to the VF) is \$730, excluding tax. This does not include any other components that may be required for installation, such as labor, fittings, or the addi-

Continued on page 22



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## Entrapment prevention in pools and spas

By Sahjee Siddiqui

This article originally appeared in the January-February issue of *Building Safety Journal*, copyright International Code Council (ICC). Reprinted with permission. Sahjee Siddiqui is director of product safety and compliance for Jandy Pool Products and currently serves as ANSI/APSP-7 Suction Entrapment Avoidance Standard Writing Committee chair.

Swimming pools and spas bring to mind relaxation and enjoyment. Users also expect them to be safe—but like so many things in the built environment, pools and spas can pose hazards if improperly designed, constructed, maintained and used. Although reports to the U.S. Consumer Product Safety Commission of entrapment incidents have declined in recent years even as the number of pools and spas in the nation has increased, these sometimes tragic occurrences have received a great deal of attention in the media and in legislative arenas.

The Association of Pool & Spa Professionals (APSP, formerly the National Spa and Pool Institute), an international trade association representing the swimming pool, spa and hot tub industry, has responded by developing the American National Standards Institute (ANSI) accredited ANSI/APSP-7, American National Standard for Suction Entrapment Avoidance in Swimming Pools, Wading Pools, Spas, Hot Tubs and Catch Basins. A voluntary consensus standard, ANSI/APSP-7 represents the most current and comprehensive

approach to entrapment prevention by articulating how existing technologies and methods can be applied to protect bathers from entrapment hazards in both new and existing installations.

### Hazards

ANSI/APSP-7 addresses and articulates methods to prevent all five recognized suction entrapment hazards.

- **Hair entrapment**—hair knotted or snagged in an outlet cover.
- **Limb entrapment**—a limb inserted or sucked into an outlet opening with a broken or missing cover, resulting in a mechanical bind or swelling.
- **Body suction entrapment**—suction applied to a large portion of the body, resulting in entrapment.
- **Evisceration/disembowelment**—suction applied directly to intestines through an unprotected sump or suction outlet with a missing or broken cover.
- **Mechanical entrapment**—jewelry, swimsuit, hair decorations, finger or toe, etc. caught in the opening of an outlet or cover.

The three basic underlying physical phenomena that govern these hazards are water flow rate through an outlet or cover (the cause of hair entrapment), mechanical concerns (the cause of limb, clothing and jewelry entrapment), and suction or differential pressure (the cause of body entrapment and evisceration). Many of the entrapment mitigation provisions previously incorporated into safety codes do not protect against all three phenomena, and therefore do not protect against all five forms of

entrapment. For example, a child can get a limb mechanically trapped in an exposed pipe or sump if the cover is missing or broken even if there is no water circulation or pressure.

### Mitigation

Although there are a variety of standards aimed at specific components such as suction outlet (drain) covers and safety vacuum release system (SVRS) devices, these can only address one or two of the possible pool and spa entrapment hazards. ANSI/APSP-7 incorporates performance-based criteria for each of the five hazards, allowing national, state, and local authorities to prescribe clear, effective mitigation provisions for use by designers, builders and safety inspectors.

First, it includes an option for pools and spas to be built without a main drain. There is a popular misconception that proper circulation requires floor outlets, but fluid dynamics analysis demonstrates that water flow is dominated by inlet jets rather than outlets.

Second, all submerged outlets of all sizes are required to be protected by approved covers. No other device can provide protection against all five recognized forms of entrapment, and none of the recent entrapment tragedies would have occurred if approved covers had been in place at the time. ANSI/APSP-7 is the first document to call for approved covers on all submerged outlets, and is the first to require that a pool or spa not be used when any cover is broken or missing.

Third, the standard provides for

either multiple outlets spaced at least three feet apart or a single outlet that cannot be blocked by even the largest bather. A review of all reported incidents and communication with code officials across the country reveals not a single reported entrapment injury when properly spaced multiple outlets with appropriate covers were in place.

Fourth, ANSI/APSP-7 is the first standard that limits flow rate or water velocity. This means lower suction force, which helps prevent hair entrapment and limits the differential pressure if one of multiple outlets is blocked.

Finally, where a single outlet is present, the standard calls for use of an SVRS, vent line or any other method that complies with the 2002 edition of ANSI/ASME A122.19.17, manufactured Safety Vacuum Release Systems for Residential and Commercial Swimming Pool, Spas, Hot Tub and Wading Pool Suction Systems. This requirement is the result of testing which shows that an SVRS may only activate when there is blockage of the sole source of suction. Hence, there is no technical merit in mandating the use of SVRS devices where dual suction outlets comply with ANSI/APSP-7. SVRS devices also cannot protect against evisceration, limb, hair or mechanical entrapment. For reference, see "Association of Pool & Spa Professionals Technical Committee Report on Suction Outlet Safety and the Effectiveness of ANSI/APSP-7," available from the APSP web site at <http://apsp.org/54/index.aspx>.

For existing single-outlet installations, ANSI/APSP-7 allows a single outlet if there is an equalizer line piped through the second port of a skimmer with an ASME-compliant cover, an ASME-compliant venturi debris removal system or an ASME-compliant channel outlet at least three inches wide by 31 inches long. If none of these is present, then an entrapment hazard exists and one of the following remedies must be provided:

- installation of an additional ASME/ASNI A112.19.8 compliant outlet;
- conversion of a suction outlet to an inlet, changing pipe and flow;
- conversion to a gravity flow system;
- installation of an engineered vent system;
- installation and testing of a manufactured SVRS; or
- permanent disablement of the single outlet by filling it with concrete or a glue-in plug, reversal of the flow, or disconnection from the circulation system.

### Conclusion

ANSI/APSP-7 is the most comprehensive performance standard for the prevention of pool and spa entrapment. Recently adopted by the State of Florida and currently under review in a number of other major jurisdictions, it not only provides designers, builders and homeowners a range of options for the prevention of pool and spa entrapment, but leaves the door open for new technologies such as automatic pump/motor shut-off systems.

For more information, visit the APSP web site at <http://apsp.org>.

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## APEC getting ready for the 2009 Texas legislative session

The Aquatic Professionals Education Council (APEC) requests comments from Texas pool service companies, pool cleaners, pool builders, subcontractors and pool and spa retailers regarding potential regulatory issues that could come up in the Texas legislature's 2009 session.

Issues such as the electrical code, licensing for service and construction, residential fencing and barrier codes, and energy conservation all could have impact on pool and spa professionals.

APEC currently is working with the Texas Department of Licensing and Regulation to find solutions to the current electrical code compliance issues.

Current law states "a person or business may not perform or offer to perform electrical work or residential appliance installation unless the person or business holds an appropriate license issued or recognized under this chapter." The code also defines electrical work as "any labor or material used in installing, maintaining, or extending an electrical wiring system and the appurte-

nances, apparatus, or equipment used in connection with the use of electrical energy in, on, outside, or attached to a building, residence, structure, property, or premises. The term includes service entrance conductors as defined by the National Electrical Code."

This could be interpreted as a prohibition against service technicians replacing any electrical product, warranty or repair work,

without the supervision of a licensed electrician.

To review the full text of the law visit <http://tlo2.tlc.state.tx.us/statutes/oc.toc.htm>

All pool and spa professionals in Texas should contact APEC to find out how they can support the councils efforts to deal with this and other regulations. Visit [www.apectexas.org](http://www.apectexas.org) for more information.

## Calabasas chapter donates \$2,100 to IPSSA Scholarship fund; challenges other chapters to donate \$100 per member

In a move that is likely to raise some eyebrows, the Calabasas chapter has challenged other IPSSA chapters to match its recent donation to the Scholarship Fund of \$100 per member. "We are a small chapter of only 21 members" commented president Walt Sweeney, "but we think the Scholarship Fund is a very important benefit. It provides the means for any pool tech to increase his or her competence and professionalism through education".

The scholarship fund was founded in 2001 and has provided more than 100 grants to self employed service technicians. Awards are made each January for applications submitted and courses taken during the prior year.

"We strongly support the Scholarship Fund" stated Sweeney. "The grants will make a real difference to many members of my chapter." Chapters interested in donating should contact the IPSSA executive office at (888)360-9505.

## Will your ex-spouse receive your life insurance?

### The importance of updating your beneficiary form

By Ray Arouesty, Arrow Insurance Service

All regular members are covered under IPSSA's group life insurance policy that provides a \$50,000 payment to the beneficiary of a member under 70 at death (the benefit is \$20,000 for members at 70 - 80). But what happens if a member hasn't designated a beneficiary?

The life insurance contract is very clear. If there is no living beneficiary or if the member didn't name a beneficiary the company will pay benefits in the following order: (1) the member's spouse, (1) child or children, (3) parents or (4) estate. This means that life insurance proceeds could be paid to someone other than the member would have preferred if the member didn't complete a beneficiary form or failed to update it. In one case proceeds were paid to an ex-wife rather than the current wife!

ING Insurance Company has agreed to make life insurance payments within two days after receiving a completed claim form and death certificate. But prompt payment becomes difficult where an unmarried member with no children or living parents dies without having designated a beneficiary. In these cases the proceeds are payable to the member's estate, and are distributed following probate, a process that can be lengthy and costly.

Designating or updating a beneficiary is very easy. The form is available at [www.ArrowInsuranceService.com](http://www.ArrowInsuranceService.com) at the section for IPSSA members and can be returned either to Arrow Insurance or to the IPSSA Financial Office.

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## Remote operation of a pool light switch

Here is a tip on how to move a switch for the pool light that is located on the side of the house or out near the pool to the inside of the house, without trenching rewiring or adding any wires.

Even though this technology has existed for more than thirty years, it still is the best kept secret for remotely controlling lights, pumps, filters and other devices without running wires.

The technology is X10 and it is very easy to understand and work with. Here are some easy answers on how you can move the manual or automatic control of a pool light, pump, blower, heater, water feature or other controllable device into the comfort and convenience of the home without any wiring or labor intensive installation.

First, know what you want to control and then pick an X10 receiver to control it. For example, if the pool light has a standard switch located on the side of the house, just replace it with the appropriate addressable X10 switch, or if you have a mechanical timer on the side of the house, just use an X10 bracket with the appropriate 120V or 240V receiver (switch).

Second, decide how much you want to control the load.

The four most popular ways for control are:

- An automatic digital clock timer that plugs into the house.
- A manual push-button controller that plugs into the house that can control up to eight addresses.
- A flush mount switch (that

you can manually control up to four different loads or addresses) that wires directly into any point that you can pick up hot and neutral.

• A wireless keychain remote that can control two devices or a hand-held controller to control up to sixteen different devices.

These are very simple applications that pool contractors can incorporate into their daily routine. These are great inexpensive solutions for new as well as retrofit and remodel jobs.

Using X10 is a convenient way to create new sales, save money to automate a pool, or save time when remodeling. Ask your local wholesale distributor on how to get more information on X10 devices today.

## San Fernando Metro chapter donates funds to Lull Special Education Center



On February 28, San Fernando Metro chapter Board members Dave Lopez, Mike Sidoti, Alfredo Hernandez and Alfredo's sister Patricia Hernandez presented a check for \$800.00 to Lull Special Education Center in Encino. Funds were raised by chapter members and supporters at the 2007 December chapter dinner meeting. Principal Leslie Zarate Weis accepted the donation on behalf of the Center.

The donation will help fund a new program called Lullaby Farms, which involves three different areas of the school. The first area will have a nature trail that will use Californian native plants to attract butterflies and hummingbirds in front of the school. The plants will be selected to focus students' sensory stimulation (smells and different textures). The second area will be in the outdoor science classroom and will allow students to move around and work hands-on with the soil and gardening. The third area will be a wheelchair accessible garden. Areas will be built so that students in wheelchairs can plant and care for seedlings. The seedlings will then go to other schools who want to start their own gardens.

"We hope to continue to contribute to this very special school and all the wonderful kids and teachers," commented Dave Lopez, chapter president.

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## Tech Tips

### Heater gas pressure

By Bob Iovinelli

Many heaters are running at too low a gas pressure. I have on numerous occasions been on service calls for heaters that are one to two years old and found that the gas pressure on the manifold side is inadequate, particularly on Raypak and MiniMax.

If you have a customer complain that the heater is taking longer than usual to heat the spa or pool, that means that it is time to test the heater with your manometer. Raypak should be at 3.3 inches of water column and MiniMax at 2.2.

Bob Iovinelli is vice president of the IPSSA Dallas chapter. This tech tip originally appeared in the chapter's March 2008 newsletter.

## IPSSA Region 7 thanks its 2007 picnic sponsors

**10th Annual IPSSA Summer Picnic 2007**  
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## PG&E offers class on pool filtration PEP San Dimas hosts technical seminar

“Pool Filtration at half the Cost” is the title of a class being offered this spring at various locations by Pacific Gas & Electric (PG&E). Taught by Gary Fernstrom and Joanne Joanne Panchana, this class focuses on pool pumping technology that can reduce a pool owner’s filtration costs by 50%. Find out how to keep yourself and your customers happy while saving a bundle in the process. Discover why there is a better option than resetting the timer. Yes, it is possible to have both clean pools and big dollar savings!

This full-day class (9:00 am to 3:00 pm) is free to anyone conducting business in California. It will be offered

- April 9 in Fresno
- April 24 in Santa Rosa
- May 15 in El Dorado Hills
- May 29 in Stockton
- August 1 in Auburn

Class size is limited, so register early by visiting [www.pge.com/stockton](http://www.pge.com/stockton).

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Thank you!

By Bob Nichols

*Bob Nichols is director of IPSSA Region 3, which covers north Los Angeles County.*



Ron Ramirez address the group.

On Saturday, March 8, 2008, the San Dimas branch of PEP hosted a half-day seminar presented by Greg Garrett, national technical advisor for the National Plasterers Council. The half-day event was a great success with more than ninety local technicians attending.

Mike Alessandri, VP operations for PEP, was pleased with the unexpected turn-out and looks forward to more events offering educational topics to the industry. Aidee Pacheco, customer service representative for PEP, did a great job on getting out the information about the seminar to local technicians and was rewarded with a hectic day of providing food and drinks for the large group along with all the NPC information packets, which included the new NPC start-up guide.

Ron Ramirez, branch manager, was surprised at the size of the crowd and could hardly wait to get the announcement out that the counter was open for anyone who wished to place an order.

The efforts provide by the PEP staff are a welcomed contribution to the growth and technical advancement of the service trade and big thank you goes out to all involved.



Randy Parsons of Premier



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## Phosphate Removal vs. Algaecides Which is Better?

The answer to this question lies in the chemistry of algae growth and how it grows in a typical swimming pool.

Algae is a plant that grows underwater. Like all plants, it requires: light, oxygen and nutrients. If you deprive algae of one key nutrient, namely phosphates, it will not grow. As well, if you keep the phosphate level low, it will grow very slowly. This has been proven in many of the millions of dollars worth of tests conducted by the United States Environmental Protection Agency and in many other countries.

There are now two accepted ways of preventing algae growth, and they actually rely on the same mechanism.

The first is to maintain enough chemicals in the pool water to kill algae, at least as fast as it is growing. This is normally done with a sanitizer like chlorine, plus

some form of chemical that kills algae. The chemical is called an algaecide or algistat. The combined level of sanitizer plus chemical to inhibit algae growth at a given level of phosphates in the pool water is called the minimum inhibitory concentration, or MIC in short. The higher the phosphate level the higher the chemical level or MIC must be.

If you remove the phosphates from pool water, algae grows much more slowly and in fact the amount of chlorine needed to control it is greatly reduced.

This second method is how Natural Chemistry’s PhosFree program works.

In both methods, algae is being control by a sanitizer or some other agent that kills it faster than it is growing.

Why choose one method over the other? The answer is very simple. Remember, the higher the phosphate level the higher the chemical or sanitizer level needed to control algae.

When certain companies say that phosphate removal is unnecessary they are right if the world is perfect.

In other words, if you maintain a high enough MIC and circumstances never reduce it below the level at which algae will grow, it will always work.

However, as we all know, it’s not a perfect world. Sometimes it rains, and sometimes sanitizer or algistat is not added to the pool when it is needed, as a result the chemical level in the pool is not sufficient to prevent algae growth and the result is a green pool.

The benefit of keeping the phosphate level as close to zero as possible is that in this imperfect world, when the chemical level in the pool drops very low, it’s still sufficient to control algae because algae is growing so slowly. Both methods work, but the combination of phosphate removal and low sanitizer level is much more reliable at keeping a pool algae free.

So go away on vacation, let it rain for a few days, or forget to add chemicals. You will still enjoy an algae free pool. That’s the benefit of taking phosphates out of your pool water.



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**Legislative Update**

# New year off to a fast start for SPEC

**By Don Burns**

*Don Burns is president and CEO of the California Spa and Pool Education Council (SPEC).*

After a particularly heavy 2007 which saw SPEC successfully push to enact legislation correcting a state printing error in a 2006 barrier bill that had local building officials as well as home improvement contractors hopelessly confused, working with industry and state officials to combat unlicensed pool contractors ("consultants"), pushing Los Angeles County to reverse its decision to ban all salt chlorine generators, organizing pool contractors to step in and finish some sixty pools after a San Diego area pool builder closed its doors leaving jobs unfinished, and a host of other major problems throughout the year, we expected a breather in 2008. We should have known better. California's pool industry government relations association hasn't had a calm year since it was formed in 1973! Government relations challenges to the pool industry are here to stay. And so is SPEC!

At least there is one major industry problem that we are unlikely to face in 2008 that in late 2007 appeared to be looming: California pool builders are not now facing a major drought crisis. In October SPEC was preparing a major cam-

paign to combat such a threat, after being told by water officials that California would face a major drought in 2008. Thanks to the heavy storms during the first months of this year, and hopefully with more on the way, there will be ample water for new pools. While safe this year, the state's total snow pack is still below normal and a dry 2009 would be a threat.

But we will face other challenges which will keep SPEC in high gear through 2008 and beyond: Barrier law misinterpretations by local building officials will need to be corrected (Example: One large northern California county chief building official has decided that door alarms are required on four-sided pool fence gates – "If a homeowner decides to use an isolation fence to satisfy the state's barrier law, then an alarm will have to be put on the fence gate because the law says alarms have to be on all doors that provide access to the pool area. Clearly the fence gate provides access to the pool area." Of course the law refers to alarms used on residential doors providing access to the pool area. He can't even grasp the fact that his ruling requires two barriers where a fence is chosen, not the one that state law requires. We will keep trying to explain the law to this official until

he sees the light.)

Working together with APSP's Technical Council on the state Energy Commission's standards for pool and spa motors and portable electric spa heating, SPEC will continue to provide the political support for a fair regulation. Although the multiple speed pool water circulation system motor regulation has been revised sufficiently to satisfy manufacturing realities, continuing effort by the nation's portable electric spa and hot tub manufacturers is going to be needed in the months ahead to rewrite these presently unworkable standards. Both regulations went into effect on January 1, 2007. SPEC provides the attention getting political environment and APSP's technical experts are providing the "real world" data needed to have the Energy Commission delay enforcement until needed revisions have been adopted.

**Industry fighting for UBC conformity in suction entrapment provisions**

SPEC is working with APSP in an attempt to have the International Code Council (ICC) rewrite its Uniform Building Code to conform to the ANSI/APSP-7 suction entrapment avoidance standard. At present the ICC model code, which is the recommend uniform building code

Continued on page 13

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## Legislative update

Continued from page 12

used throughout the nation, requires use of a vacuum relief system. This conflicts with the ANSI/APSP consensus standards. The ICC code also does not comply with the newly adopted federal barrier law's anti-entrapment provisions. SPEC joined with APSP, the National Swimming Pool Foundation and others in testifying at last month's ICC committee hearings in Palm Springs urging it of recommend to a change in the ANSI/APSP-7 standard for national uniformity.

SPEC board member Dr. William Rowley testified in Palm Springs that the California Legislature, the state with the largest number of swimming pools in the nation, carefully considered all suction entrapment accident avoidance data and has adopted in statutory law the Swimming Pools Safety Act. By requiring all new pools built since 1997 to have dual main drains, suction entrapment by main drains is no longer a threat. While vacuum switches can be used as back-up devices at a pool owner's discretion, there is no compelling reason to mandate their use in California. The ANSI/APSP-7 standard also calls for dual main drains. Dr. Rowley noted that the California experience demonstrates conclusively that the ANSI/APSP-7 standard is the appropriate one for the US and that the ICC's model building code mandating vacuum release switches is without merit. Because California enacted statutory pool safety law, the ICC model Uniform Building Code cannot be applied here. The UBC is adopted as a regulation. The statute renders conflicting regulations meaningless.

Unfortunately, on a closely split vote, the ICC committee rejected the industry's recommendation and the matter will now be debated again before the ICC's national meeting in Minneapolis later this year.

But the UBC won't affect California. In 1996 SPEC sponsored and pushed to enactment the Swimming Pool Safety Act, which is in the state's Health and Safety Code. In this state, these provisions are in statute. The UBC is adopted by the California Building Standards Commission (BSC) as a regulation. The ICC entrapment section conflicts with the statutory provisions that SPEC added to California law a decade ago. Statutory law (that is, law adopted by the legislature and signed by the governor) trumps regulations adopted by appointed commissions. Another SPEC task this year will be to persuade the BSC to delete this provision from the next UBC, given that it has no legal effect. In addition, legislation supported by SPEC adopted in 2006 amended the Pool Safety Act directing the Building Standards Commission to place the statutory pool safety provisions into California's UBC no later than 2010. The purpose of putting the state's pool safety law in both statute and the UBC is to reduce the chance of confusing local building inspectors.

SPEC is taking an active role in supporting the ICC change sought by APSP because we wish to be cooperative and help with governmental affairs needs of the pool and spa industry in the nation on swimming pool safety issues even though California would not be directly affected by its outcome.



Cal Terry, president of the 2008 Western Pool and Spa Show, presents a donation to SPEC CEO Don Burns.

### Legislation introduced to fight unlicensed contractors

Legislation that will strike unlicensed pool contractors who call themselves "owner-builder consultants" has been introduced in Sacramento. AB 2335, sponsored by the Contractors State License Board (CSLB) and actively sup-

ported by SPEC will, if enacted, require home owners applying for building permits as owner-builders will have to complete and submit to local building officials an extensive questionnaire informing them of all of the liabilities and dangers they face by using unlicensed contractors

Continued on page 18

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**San Gabriel Valley chapter holds county certification class**

On March 1 and March 8, 2008 the San Gabriel Valley IPSSA chapter held a Los Angeles County certification preparation class. The purpose of this class is to prepare the attendees to take and successfully pass the Los Angeles County Health Department pool service technician certification exam. Anyone servicing swimming pools in L.A. County is required to have passed the exam to perform swimming pool/spa service legally, whether it is commercial or residential service. IPSSA Region 3 requires all regular members to hold this certification.

Tony Bartman, a member of the IPSSA San Gabriel Valley chapter, volunteered his time to conduct this event. Tony's volunteerism doesn't stop here: he also is the secretary for the chapter and produces its monthly news letter. His wit and ability to put the news together for his chapter is a well known item of the SGV chapter history.



Instructor Tom Clark and David Yang sitting up the class room equipment.



Attendess left to right: Jeremy Garduno, Robert Castillo, Michael Given, Raymond Garcia, and Patrick Kivell.

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Tony Bartman preparing coffee and donuts for the attendees.

**College scholarships available for members of pool and spa industry**

The Guy and Gloria Muto Scholarship Foundation is again offering scholarships to direct family members of those employed in the swimming pool and spa industry. Applications and information are available online at [www.ggmuto.org](http://www.ggmuto.org).

Scholarship applications must be received by May 31, 2008.

**Free water safety materials available**

Water watcher tags and safety brochures available to IPSSA members free of charge.

These pieces will be available in quantities of 50 per member on a first-come-first-served basis, while quantities last. Simply contact the IPSSA executive office to place your order (email [ipssamail@aol.com](mailto:ipssamail@aol.com) or telephone 888-360-9505).

Additional pieces can be purchased at the cost of \$35 for a package of 50 tags and \$10 for a package of 50 brochures, plus shipping and handling.

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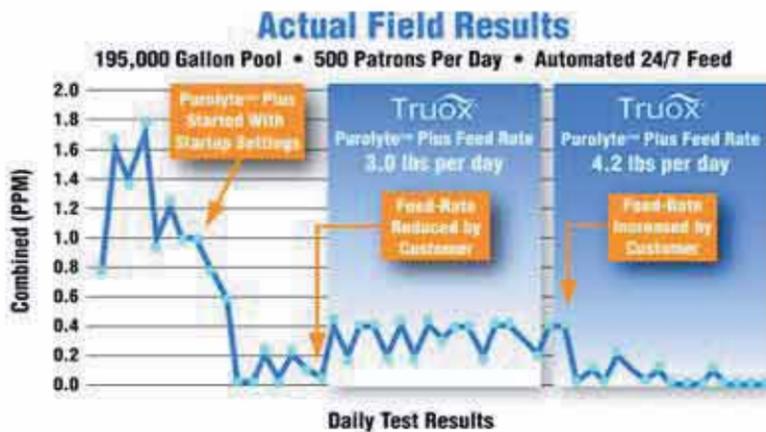
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# Report from the 2008 National Drowning Prevention Symposium

By Javier Payan

*Javier Payan is a member of the IPSSA San Diego Metro chapter and former IPSSA Region 7 director. He is the recipient of the National Drowning Prevention Alliance 2008 Community Lifesaver Award.*

This past month I attended the National Drowning Prevention Symposium in Irvine, California, on behalf of IPSSA. This was an important event, following the passage of the Virginia Graeme Baker Pool and Spa Safety Act last December.

The event featured great presentations as well as workshops on specific related topics.

Several years ago I have observed that the swimming pool and spa industry had a very negative image in this arena. The symposium is primarily made up of first responders, public health officials, government injury prevention specialists, Safe Kids organization, parents of children who have drowned or nearly drowned, and swim instructors. Therefore, the environment is very emotional and passionately driven. However, there is very little or no swimming pool industry representation. The Alliance has grown to become a very powerful political force.

Over the years, IPSSA has

become a leader in pool safety and has supported the National Drowning Prevention Alliance and Symposium. I strongly feel as though the pool industry needs representation in this forum. When laws are proposed or passed that affect our industry, naturally we should have our voices heard.

Again, this symposium was particularly special for me because I was given the opportunity to present at this event on two occasions. I co-presented with Julie Gilchrist



**Javier Payan (IPSSA), Julie Gilchrist (Center for Disease Control), Marsha Kerr (U.S. Consumer Products Safety Commission), and Mike Low, Stingl Products.**

## Javier Payan receives NDPA Community Lifesaver Award

By John Silcox

*John Silcox is a member of the IPSSA San Diego chapter.*

Javier Payan, former IPSSA Region 7 director, received the 2008 Community Lifesaver Award from the National Drowning Prevention Alliance (NDPA) at its annual symposium on March 11. The award, voted on by the NDPA Board of Directors, honors individuals for their exceptional work in the advancement of drowning prevention at the community or regional level.

Javier was recognized for the many accomplishments during his two terms as IPSSA Region 7 director.

- Secured increased funding for IPSSA's drowning prevention efforts which allowed members to receive Water Watcher tags and water safety brochures at no cost.

- Developed the IPSSA position statement on safety and communicated the association's dedi-

cation to drowning prevention across the country through articles in several trade publications and water safety information displays at the major trade shows such as the Western Pool and Spa show, Pool Industry Expo and Aqua.

- Appeared on several television news programs in the San Diego area to promote water safety.

- Worked tirelessly to improve relationships between IPSSA and other organizations such as the Safe Kids Coalition and NDPA. He was one of the guest panelists at the NDPA symposium and has become IPSSA's liaison with that organization.

- Produced a series of professional videos on various aspects of drowning prevention and pool and spa safety. These videos, accessible on the [ipssa.com](http://ipssa.com) and [waterwatcher.org](http://waterwatcher.org) web sites, will be a vital tool in promoting IPSSA and our dedication to drowning prevention.

Congratulations to Javier for his outstanding efforts.

### IPSSA position statement on safety

IPSSA believes your backyard swimming pool and spa are sources of relaxation and exercise for your friends and family. We also believe there should be awareness of certain safety precautions. The professionals of IPSSA have been advocates of layers of protection for a number of years. We recommend that you contact a swimming pool professional to help you identify safety options that would best fit your individual swimming pool and spa needs, keeping in mind that no safety product is a substitute for adult supervision. Please visit [IPSSA.com](http://IPSSA.com) or [waterwatcher.org](http://waterwatcher.org) for some swimming pool safety resources.



The Lighthouse Award was presented to Nancy Baker for her tireless efforts resulting in the passage of the Virginia Graeme Baker Pool & Spa Safety act, named in memory of her daughter Graeme, who drowned through entrapment on a spa drain. Kim Patrick, also the mother of a child who drowned, accepted the award on Nancy's behalf from NDPA president-elect Kim Tyson (left) and president Johnny Johnson.

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## IPSSA Region 9 launches 2008 safety campaign

IPSSA chapters in Texas are raising funds to send underprivileged children to swim camp.

Funds raised by the chapters will be turned over to local Red Cross chapters, which will set up swim camps in the cities they serve.

For information, contact Phil Sharp, IPSSA Region 9 director, at 210-673-2909 or rivercitypoolservice@yahoo.com

## Legislative update

Continued from page 13

who may have convinced them to "save money" by using their services. The home owners will be required to sign under penalty of perjury that they will not hire an unlicensed contractor to manager their home improvement construction project.

In an experiment last year, Yolo County building officials required owner-builder applicants to complete a similar questionnaire. After

reading the potential damages that a home owner could incur by using an unlicensed contractor, many would-be owner-builders quickly decided not to proceed. Yolo County's Building Department reports a significant drop in the number of owner-builder permits issued last year over previous years.

Unlicensed contractors, often individuals who had once been licensed but who lost their licenses after violating state laws, have become a plague to California home

# Scholarship Fund Awards at Record High

The IPSSA Scholarship Fund granted nineteen educational awards at its recent annual meeting. "This is a record for the Fund" stated Ray Arouesty, chairman. "Our ability to increase the number of awards was due to our successful fundraising efforts and to the generosity of so many members, chapters, and regions. Those donations, combined with the support of many associate members and manufacturers made for a very successful year".

Over \$2,500 was raised last month alone at the Fund's silent auction of merchandise at the Annual Western Pool and Spa Show. "We received some great donations from Hasa, United Chemical, PEP, Superior Pool Products, Pool Route Pros, SCP, Pentair, Jandy, National Pool Route Sales, Hayward and Wise Software" according to Arouesty.

The Scholarship Fund offers trade-oriented educational awards to self-employed swimming pool serv-

ice technicians, or immediate family members. The majority of this year's applicants sought reimbursement for contractor license preparatory schooling, but many also sought reimbursement for CPO and the Tech I and II courses.

Scholarships are awarded every January for courses completed during the prior year. Applications are available at [www.ipssa.com](http://www.ipssa.com) and must be received by December 31st.

owners and contractors in recent years. Promising to save home owners "thousands of dollars" in building pools, many have collected large front-end payments and then simply skipped. Others have started projects and then abandoned them after cashing the buyers' checks.

While SPEC has spent the past several years actively assisting the

CSLB get names of such illegal contractors for increasing sting and sweep operations, the number of unlicensed operators seems to increase without let-up. By informing home owners of the potential problems they face by using "consultants," AB 2335, authored by Assemblyman Alan Nakanishi (R-Lodi), is expected to have the same

effect state-wide as it did in Yolo County.

SPEC's Legislative Committee and key officers met recently in Sacramento to consider proposed legislation to combat this underground economy threat. Contractors State License Board's Chief of Legislation Michael Brown outlined for the SPEC leaders what has now become this year's major owner-builder consultant abatement bill, AB 2335. The draft, which had been worked on by the CSLB, SPEC's staff and other contractor associations, is jointly sponsored officially by the CSLB and the California Association of Building Officials.

According to SPEC Legislative Chairman Jerry Wallace, "Once would-be owner-builders understand the major risks that such a project entails, they will not subject themselves to the liabilities by using an unlicensed contractor and will seek a legitimate builder.

To read a copy of AB 2335, go to SPEC's web site [www.calspec.org](http://www.calspec.org). Click on Law and Legislation. At the top of the first page is a line on which to click to take you to the bills SPEC is following. Click there and then scroll down on the legislation page to AB 2335. Click on the bill's number and a page will appear that provides information on the bill. At "Bill Text" click on either "html" or "pdf" and the text of the measure will be there for you to read or print.

### Nothing governmental ever seems to go away

For years starting about three decades ago, SPEC successfully fought legislation and attempted regulations which sought to require active solar heating systems on all swimming pools and spas. Well, that issue is back again! Labeled the Hybrid Swimming Pool Heating Act, AB 3023 seeks to require that all existing and future residential swimming pools and spas to be equipped with active solar heating systems in order to also have natural gas or propane heating systems. Authored by Assemblyman Lloyd Levine (D-Van Nuys), this legislation finds that by eliminating natural gas for pool and spa heating, California's contribution to global warming, high foreign dependency on natural gas, future possibilities of natural gas and propane shortages, etc., etc. will be eliminated!

California's million and a half pool owners will be delighted to learn that they will have to install solar panels on their roofs in order to heat their pools, spas and hot tubs thanks, in large part, to a PG&E study made last year that found solar water heating "...is the technology holding the greatest potential for reducing residential natural gas consumption." SPEC will oppose this measure vigorously.

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# Jandy Pool Products, Inc. acquires Cover-Pools Incorporated

Jandy Pool Products, Inc., a member of the The Carlyle Group portfolio of companies, has purchased Cover-Pools Incorporated ("Cover-Pools"), a leading manufacturer of automatic swimming pool cover systems. Cover-Pools is headquartered in Salt Lake City, Utah and has offices in Phoenix, AZ, Tucson, AZ and Anaheim, CA.

"This announcement further exemplifies The Carlyle Group's continued commitment to the pool industry and their goal to grow our company," stated Jandy and Zodiac Pool Care North America CEO, Bob Rasp.

"The addition of Cover-Pools to our recently combined Jandy and Zodiac Pool Care companies provides us the capability to better serve our customers' needs in a growing and attractive product category," continued Rasp. "Cover-Pools has a rich heritage of customer service and

innovative, high-quality products dating back to Joe Lamb's creation of the automatic pool cover category in 1958 and his eventual founding of Cover-Pools in 1962. Rick Clark and Kelly Ragsdale, co-owners of Cover-Pools since 1989, have agreed to stay with the company in their same management capacity to ensure the consistency of leadership and continued growth of the company. We are extremely pleased with this acquisition, and that both Rick and Kelly are joining our senior management team."

"When Jandy approached us to inquire about our plans with Cover-Pools, we were surprised and pleased that they held our company in such high esteem. At the time, we did not have any plans to sell the business, but felt that Jandy and Cover-Pools shared similar management philosophies and would be a good fit for our Cover-Pools cus-

tomers and employees," stated Rick Clark, president of Cover-Pools. "We are pleased with this merger and look forward to working with all the employees of Jandy and Zodiac Pool Care."

"Automatic pool covers satisfy two of the primary concerns related to pool ownership. They increase pool safety and help to protect the environment by reducing energy usage and water and chemical con-

sumption. This is part of our overall strategy of providing technologically advanced, environmentally sound products," says Vance Gillette, executive vice president of sales and marketing. "This will also allow us to serve pool professionals and pool owners more effectively, in that they can satisfy all of their pool equipment needs from one manufacturer."

"Cover-Pools is the originator of

automatic covers and the most experienced manufacturer in this category," said David Nibler, vice president of marketing. "Combining our other market leading products with the most innovative pool covers presents a great opportunity. This is one more step toward providing pool owners with the most energy efficient and easy to operate pools, and the peace of mind to enjoy them."

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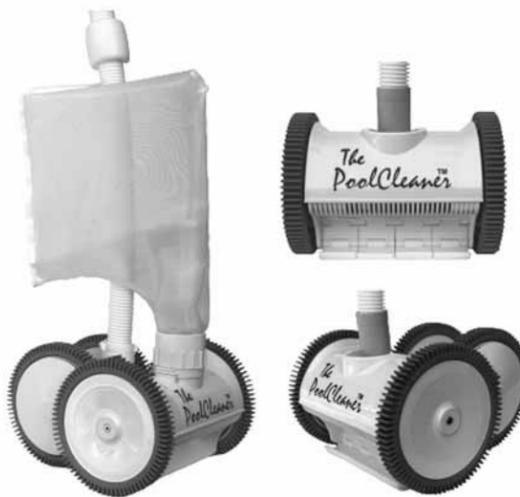
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**Route Advice**

# What's in our future?

By Charles Baird

Charles Baird is president of National Pool Route Sales and the author of *The Millionaire Pool Man*. He is a frequent contributor to *The IPSSAN*.

We would all love to know what the future holds, but knowledge of the future is out of reach for mere mortals, excluding of course a few prescient individuals on television. However, as mere mortals, we can be the masters of our immediate business future barring any unforeseen external influences. Take control of what you can control and be better.

I was giving a seminar for one of the IPSSA chapters in Los Angeles when one of the members asked a very bright and relevant question. The member wanted to know why doctors, attorneys, plumbers, electricians, etc. seem to have a loose, not completely fixed, schedule for charges, but not pool service professionals. It was a great question with multiple answers, but we cannot cover all answers in this article. I hope the following answers are sufficient.

First, price setting becomes an issue. If you were to establish standard pricing for members of IPSSA, you would have anti trust issues. This appears to be the legal hurdle.

Secondly, most pool techs are so fiercely independent they cannot imagine someone else even attempting to control what they charge for service or they do not care. While I can understand this attitude, I cannot agree with the lack of foresight. I believe many pool techs would benefit from a standard price for service and the pool service professionals who chose to charge higher rates would have that option; however, at this point in our industry, standard pricing is not possible or feasible.

The difference between electricians or plumbers and pool service techs is there are more electricians and plumbers in their respective industries who consider themselves professionals. I have never had an electrician or plumber come to my home who was not in a clean uniform and who did not know his industry. Service rates in the electrical and plumbing industries remain high as a rule because more professionals in their industry demand higher service rates. The few who do not consider themselves professionals, and who charge sub professional rates, cannot hurt the industry as a whole.

There are ways you can change your industry to receive the respect and wages earned by other professionals. I believe IPSSA meaning more to its members than just an organization for obtaining insurance and route coverage would go a long way in improving its image and your bottom line.

What if every time a client who wanted pool service looked for the

IPSSA emblem? What if the pool service professionals who currently belong to IPSSA started wearing uniforms with the IPSSA emblem embroidered on the front. What if every IPSSA member had the IPSSA emblem on his/her truck? What if every IPSSA member had the IPSSA emblem on his/her letterhead and business cards?

The wearing of uniforms does not infringe upon your individually unless you are one of the pool techs who look like they should be pushing a shopping cart. A uniform does not mean you must look like the Maytag repairman. You can have a nice white polo shirt and light blue or dark blue shorts or slacks. If all members wore the same uniform, and purchased their uniforms from one supplier, the uniforms would be less expensive and the association would know how they appear to the public. Appearance may not be everything, but it most certainly is important.

I have spoken to many pool techs who say their appearance has never been a problem in the past, and they do not see where it is a problem now or in the future. Again, I must disagree. I speak with pool service customers every week, and while most are fairly happy with their pool service professional, at the top of their complaint list is the appearance of their pool service technician. Many customers have come right out and told us they are frightened when their pool service technician is in their backyard.

If your appearance is sub professional, it may never cause you to fail in business, but it will keep you from obtaining the professionalism most pool service technicians seek, and it will most certainly help to diminish industry service fees relative to other professions.

If you want to receive profes-

sional wages, you must appear, act and be a professional. With the IPSSA organization behind every professional member, and every professional member promoting IPSSA as the only professional

association for the pool service customer, I can see a time when no one will ask why we do not have standard pricing for pool service. I believe your professionalism, and your association, if promoted prop-

erly, will help to achieve what everyone wants: great stable rates, a good deal of respect and a good life for you and your family.

Until next time, have a blessed month.

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## Letters to the editor

Continued from page 7

tion of a control device (about \$350) one might need to qualify for the rebate. This means that once the buyer includes tax, labor, and additional materials needed to install the pump the total cost will exceed \$500. Therefore, based upon California law, it would be illegal for any non-licensed individual to perform the installation of these pumps. However, because of the way the rebates are set up, any person can purchase and install the

VS/VF pump because no license check is required to qualify for the rebate. Remember, the rebates are not for purchasing the pumps, they are given for the installation of the pumps.

Verification of installation is a requirement for eligibility. You are required to submit a document verifying what was installed, where it was installed, when, and by whom. If the installer was not a licensed contractor the submission of such a

document could be an omission of actually having committed an illegal act in the State of California per the Contractors State License Board.

Secondly, a non-licensed person would not be able to obtain the necessary permits required to install the pump, possibly creating a serious public safety issue. The VS and VF Pentair pumps are rated at 16 amps and will in most retrofit applications require the rewiring of the motor. In most cases, the existing #14 wire would need to be replaced with a new #12 wire and the existing 15 amp circuit breaker would need to be replaced with a new 20 amp circuit breaker in order to provide proper protection for the conductor. For this important rewiring to occur on a swimming pool pump in California, a permit from the local building department would need to be obtained so that the work could be properly inspected and approved. Since a non-licensed person would not be able to obtain the required permits city, county inspectors would also lose a valuable opportunity to insure that anti suction entrapment measures have been met for all single suction outlets.

Thirdly, and most importantly, is

the increased potential risk for suction entrapment hazards or even possible evisceration. A VS pump has the capacity of delivering up to 160 gallons per minute of flow and the VF model 130 gallons per minute of flow, for someone to install one of these pumps properly to ensure the safety of their client, they would need to gather information about the pool's hydraulic systems. One thing they must figure out is how much water the existing plumbing system is capable of moving or turning over per minute while in the pool and spa modes. Each pool/spa system is different, and the amount of water that moves per minute is based on the pump's capacity and the Total Dynamic Head (TDH) of resistance of each individual plumbing system. Using the TDH and published pump curves, a trained and licensed individual would then be able to determine if all affected suction outlet covers, labeled AMSE/ANSI A112.19.8 with the GPM rating clearly indicated, would not be exceeded by the potentially high flow rate of the VS or VF pump. If the proper procedures are not taken the potential hazard and possible injury, evisceration, or even death of

a person or child is very real.

Measures to prevent all of the above can be taken. It is as easy as requiring that all persons wanting to install two speed or VS/VF pump to obtain these rebates be required to show proof of their C-53 or C-61/D-35 pocket license at store counters when submitting for the rebates. We need to come together as a community to demand that the necessary action be taken. To help support this cause contact CCS Contracts by phone or email: 858-717-2815, CCSContracts@yahoo.com

Ken Howard  
CCS Contracts  
Solana Beach, California

### Votes by International Building Code Council and International Residential Code Council overwhelmingly support entrapment avoidance devices for all pools and spas

The Association of Pool and Spa Professionals (APSP) could not persuade the International Building Code Council (IBC) or the International Residential Code Council (IRC) to change their requirements on entrapment avoidance during a hearing held on February 21 and 25, 2008 to finalize the 2009 International Codes. The IBC rejected APSP-7 unanimously 13 to 0 and the IRC voted 10 to 1 to keep language requiring a Safety Vacuum Release System (SVRS) or gravity drainage device on residential pools falling under the rule.

While the official statement will be released in early March, the IBC stated that they denied the proposal (APSP-7) because it would weaken the existing Code making pools and spas less safe. This is because APSP-7 completely eliminates pool and spa entrapment protection by removing the SVRS/approved gravity system requirement, or the third layer of protection.

APSP-7 is based on its long-held position that the installation of dual outlets, or drains, is the only necessary entrapment avoidance method. According to APSP-7, backup systems such as an SVRS and Gravity Systems are not required and are optional. The theory is that if one drain is blocked, the water can flow through the other drain, thus reducing the chance of suction entrapment. However, based on Council's recent decision to reject the APSP language, this theory is flawed.

Contrary to APSP-7, dual drains provide no assurance that a swimmer will not become entrapped by the suction force on one of the drains. One or more of these drain outlets can become completely obstructed by leaves, toys or even a towel, yet the pool will still appear to be functioning normally because one drain is still operational, which means that it's also producing the deadly force necessary to entrap a person. In addition to being clogged by debris, a drain can also suffer from faulty construction.

Integral parts of the International Code Council (ICC), The IRC and IBC are the two ICC Committees responsible for publishing the International Building Codes, or I-Codes, which provide minimum safeguards for people at home, at school and in the workplace. The I-Codes are a complete set of comprehensive, coordinated building safety and fire prevention codes.

Paul Pennington  
Pool Safety Consortium  
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## There is a lesson to be learned from my painter

By Tom Grandy

Tom Grandy, is president of Grandy & Associates, a firm that provides business training exclusively to the service and trades industry. [www.grandyassociates.com](http://www.grandyassociates.com)

Do you understand what you have to charge per hour? I mean do you really understand, or do you just think you do? Although it is vitally important for contractors to understand their pricing, this month I want to focus on new, one- or two-person operations. This is often the group of contractors that least understand pricing while maintaining the theory that "since we don't have any overhead we can charge a lot less than our competition, or at least the company we just left."

I want to illustrate a point about pricing with a true story that took place at my home recently. We needed some painting done inside our house. A friend recommended a young man who had recently gone out on his own and had done an exceptional job at her home. When he arrived at our home to paint, I asked him what he was going to charge me to do the work. His answer was \$15.00 an hour. Now, I have been doing business training for 20+ years, and I knew there was no way he could make a living at \$15.00 per hour. He then told me he, in fact, could because he didn't have any overhead costs!

After a lengthy discussion that morning, we agreed on two things. First, that he would skip lunch the next day so that I could walk him through a mini labor-pricing seminar. Second, we agreed that he would complete my job at \$15.00 per hour.

The next day I came home from the office to meet the painter. My first objective was to determine how much billable and non-billable time he had. The first question concerned what time he normally started work. He confirmed that it was usually about 9:00 am, because he was divorced and had to take his three kids to school each day and then he usually went by the paint store. I then asked if he took lunch each day because he had the previous day. He again confirmed that he indeed took about an hour each day for lunch. The next question concerned quitting-time. The painter explained that he had to pick up his children from school each day a little after 3:00 pm. As the conversation went on, we also confirmed that he planned to take most holidays off, to take off two weeks for vacation and that he occasionally got sick. As you might have guessed, his actual billable hours per year were very limited.

Next, we discussed the cost of replacing his vehicle. I asked him how long his current vehicle was

expected to last. His answer, "Actually it's shot and needs replacing right now!" We built in equipment replacement costs. Now, we had huge numbers for the cost of non-billable time and equipment replacement costs. We then added gasoline, vehicle maintenance and insurances. We also added in a few more miscellaneous costs for running his company.

The last question concerned the salary he wanted out of the business. He said he needed to earn \$20,000 a year to make ends meet. A brief conversation then began between us as I tried to make him understand that there was no way that he could raise three children with a gross income of \$20,000 a year. I lost, and we left his salary at \$20,000 a year.

Over the next few minutes I quickly filled in the ten worksheets from our full-day seminar on labor pricing. The results were startling. We found out his overhead cost alone was \$15.50 per hour. To make a salary of \$20,000 a year he needed to charge \$30.00/hour. He was shocked.

I next asked him if he had any bids coming up. He stated that he had two the next evening. I encouraged him to bid both jobs at \$30.00/hour to see what would happen. He was terrified but eventually agreed to bid at least those two jobs at \$30.00 per hour just to see what would happen.

I talked to him a couple of days later and asked him how the two bids went. He said he bid the first job, with fear and trembling, at \$30.00 per hour. "Did you get the job?" I asked. He said he did. I then asked what happened on the second bid. He then shared that the second job was for a really crabby old lady that he really didn't want to work for, so he bid it at \$45.00 per hour. "What happened?" I asked. He said, "I got that job too!" Today, he bids all his jobs at a minimum of \$30.00 an hour, and he gets them.

So what can we, as contractors, learn from this true story? First, every company--no matter how small--has significant overhead costs which must eventually become part of pricing. The two single highest costs of doing business for contractors are the costs of non-billable time and equipment replacement costs. Those costs are huge--even if you live in a tent on the edge of town.

Secondly, price is NOT the determining factor on whether you get the job or not. Customer today want three things. First, they want quality work. Secondly, they want you to do what you said you were going to do. Thirdly, and most importantly, they want you to do what you said you

Continued on page 26

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## IPSSA represented at industry trade show



At the February Florida Pool and Spa Show in Orlando, IPSSA was represented by (left to right) Scott Schlarb (Gold Coast chapter vice president), Todd Starner (Manasota chapter president), Ana Labosky (Gold Coast chapter president), Gary Ellyatt (Region 10 director), Jim Romanowski (Expansion Committee member and recent Region 5 director), Lane Clark (Region 2 director and IPSSA president), Ray Arouesty (Arrow Insurance Service) and Derric Raymaond (Oceola chapter president).

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**California pool motor energy efficiency regulations: questions answered**

Continued from page 4

**Burns:** Do these regulations apply to above ground equipment?

**Fernstrom:**

• No, the regulations apply to residential, private, in-ground pools only. Thought is being given to requiring improved efficiency for above ground filtration pumping efficiency.

**Burns:** Do these regulations apply to non filtrations pumps, such as booster and fountain pumps?

**Fernstrom:**

• No, residential filtration pumps only

**Burns:** Do these regulations apply to products for commercial pools?

**Fernstrom:**

• No, residential, private, in-ground pools only. Commercial pools are required by the health code to maintain a 6 hour turnover when the pools are open and available for use; therefore, reduced speed pumping is not an option. When commercial pools are closed and not available for use; however, reduced speed pumping is an option and can save very significantly on operating cost.

**Burns:** Are time switches and

controls sold in the state required to be 2 speed? If so, why is a two speed control needed for a single speed single pump under 1 HP?

**Fernstrom:**

• This should probably be an exception to the regulation, but presently is not. The intent of the control regulation is to assure that two speed or variable speed pumps are not installed without the control capability to operate on lower speeds as the default filtration pumping speed.

**Implementation Issues:**

**Burns:** One big problem is with the 2-speed requirement. For a very old pool with small plumbing, the smallest 2-speed pump available may overpower it. What can be done in this situation?

**Fernstrom:**

• This issue was raised early on in the rulemaking process by SPEC. That's why pumps of less than 1 HP were exempted from the 2-speed requirement. It should be noted that wherever HP is referred to here, it is Total HP (the product of the nameplate HP times the Service Factor, so a full rated ? HP pump with a service factor of 1.65 would exceed 1 HP and would not be exempted.

**Burns:** Filters don't work properly with low speed pumping. The water doesn't fill the filter enclosure evenly?

**Fernstrom:**

• Water flow in filters tends to distribute and balance itself according to the resistance presented by the membrane. Filter manufacturers confirm that filtration performance of DE and Cartridge filters improves with reduced flow. Filter container vessels will completely fill with water when all air is exhausted as it should be for safety.

**Burns:** Operating on low-speed, most automatic pool cleaners do not work. What can be done about this?

**Fernstrom:**

Cleaners requiring booster pumps can operate with filtration pumps operating at reduced speed, as low speed filtration pump flows

are typically 30 to 35 GPM and this is adequate for booster pump suction requirements. Some filtration pump powered suction and pressure side cleaners do not work well on low pump speed and flow, but 3 remedies are available: 1) Pump a few hours at high speed to accomplish cleaning and the remainder of needed filtration hours at low speed, 2) Replace the cleaners with models that do work well at lower flows, and balance the pool system to assure an adequate portion of the flow come through the cleaner when it is working, and 3) Install a robotic cleaner.

**Burns:** Skimmers do not work properly on low speed, what can be done about this?

**Fernstrom:**

• It is true that many skimmers do not work well on low speed, low flow pumping. The pump speed can be increased for short periods during the day to provide intermittent as opposed to continuous skimming. Also, during skimming cycles, maximum water flow can be diverted to the skimmers from main drains, etc. With variable speed pumps, flow can be set to best match the needs of skimmers and other functions such as cleaning, water features, spas, and solar thermal pool heater collectors.

**Burns:** Operating on low-speed, pumps will not pump water up to solar thermal pool heater collectors on rooftops. Of what value is 2-speed in that case?

**Fernstrom:**

• Most 2-speed pumps will pump water 20 feet up to a collector. The problem here isn't so much that the pumps won't lift the water, but that the Total Dynamic Head resistance the collectors present to the flow of water is such that 2-speed pumps running on low speed won't produce adequate flow through the tiny openings in the collectors. The solution here is to use a solar thermal pool heating collector that presents little TDH resistance to water and allows for generous flow, or use a variable speed pump where the pump power and flow can be precisely matched to the needs of the collectors.

Continued on page 25



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## California pool motor energy efficiency regulations: questions answered

Continued from page 24

**Burns:** To work properly, 2-speed motors must have compatible controllers. That adds to the cost, making it too expensive for most pool owners to choose. One contractor told me yesterday that he just bid a replacement job and the cost for an appropriate controller and the necessary change in wiring from 110 to 220 volts. Such costs will obviously prove a disincentive to proper pool maintenance

**Fernstrom:**

• It is true that the cost of new residential filtration pump installation, replacement, or repair will go up with this regulation, but value in operating cost savings to pool owners and the overall benefit to the State vastly outweighs the added initial cost. That's why the California Energy Commission adopted these appliance efficiency regulations which PG&E proposed and advocated for.

**Burns:** These pumps won't prime on low speed. What can be done about that?

**Fernstrom:**

• This is a Title 24 Building Standards related question. The issue is that if 3, 2 inch returns come back to the pump suction and all rise through valves to the pump suction manifold, it is possible that pumps might have trouble priming on low speed. The ability of these pumps to prime is a function of the lift needed, and the cross sectional area of the water to be lifted. There are 2 remedies: Many of these pumps are set up to prime on high speed, which eases this problem. The other alternative is to install the valves horizontally, manifold them, and come up through a single riser to lower the water surface cross sectional area.

**Burns:** Pool safety regulations require pool suction velocity to be below 6 feet per second. If a variable speed pump is installed, how can one be sure that it won't inadvertently be reprogrammed to operate at a HP such as to exceed the maximum suction velocity?

**Fernstrom:**

• Maximum speed can be set on

all the variable speed pump products. It is not reasonable to expect that the manufacturers of these products can protect against all inappropriate control outcomes by untrained personnel. This is similar to suggesting that cruise controls on cars be limited to 65 miles per hour, so drivers won't set them to run the car at a speed in excess of the speed limit!

**Burns:** The proposed building efficiency standards for residential pools require the use of sweep elbows. Does this really make any sense considering that eyeballs are required at the pool returns?

**Fernstrom:**

• Well, no. If you're going to effectively put a fire nozzle at the end of the returns to the pool, dramatically raising the TDH resistance to the flow of water at that point, then sweep elbows in the piping leading up to the eyeballs make little sense. Good pool design doesn't require so much restriction in the eyeballs that sweep elbows don't matter. In properly designed pools, the value of the energy savings associated with sweep elbows has been shown to be cost-effective.

**Burns:** The proposed building standard requires 6 pipe diameters of straight pipe leading up to the pump suction inlet. I've been told repeatedly that this is not necessary given that all pool pumps have strainer baskets which serve to reduce turbulence at the pump suction?

**Fernstrom:**

• 6 pipe diameters leading up to the suction side of the pump, where pumps have leaf traps, is probably not required, as the leaf trap itself serves to smooth turbulence that may result from sharp bends near the pump suction; however, pump manufacturers continue to recommend this practice and the energy regulations are not likely to be in conflict with manufacturer's product installation recommendations.

**Burns:** The motor efficiency of the current 2-speed motors running on low speed is down around 40%. How can you call that energy effi-

ciency and mandate it in standards?

**Fernstrom:**

• Low motor efficiency is a fact for current 2 speed motors running on low speed. This was a big surprise to me at one time when I was first getting involved with pool pumping energy efficiency. Even the motor is less efficient, there is so much less work being done in the hydraulic system when pumping at half speed, that the overall system is little over twice as efficient, even with the motor performance considered. Energy savings from current 2-speed pumps running on low speed are about 55% to 66%.

A.O. Smith has recently introduced a high efficiency 2-speed motor which features cap-start, cap-run design on both high and low speeds. This motor has significantly better low-speed efficiency performance and is well worth the extra cost. New variable speed products hold up their efficiency very well at low speeds. For example the Pentair Variable Speed pump has a 92% efficient motor on both high and low speeds. This is remarkable!

*SPEC wishes to express its appreciation to Gary Fernstrom and Pacific Gas and Electric Company for participating in this program.*

*There will certainly be continuing arguments about the regulation, but at least the facts have now been presented in a clear and understandable manner.*

*SPEC and APSP's Technical Committee will continue to work with PG&E and the Energy Commission to make these important regulations workable, for the benefit of the people of California and for the swimming pool industry. There is more work to be done. As you can see, we have a mutually respectful and functioning partnership between the regulators and the regulated.*

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that Rendezvous Brominating Tablets offer a high level of active halogen, improved bather comfort, and very low odor. The EPA also reports that Rendezvous Brominating Tablets fit in all floating feeders, will not bleach hair or bathing suits, do not reduce pH or affect hardness, and are ideal for spa sanitizing when a floating or inline feeder is employed

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## Lesson to be learned

Continued from page 23

were going to do when you said you would do it. Translated, that means showing up on time. If you told the customer you were going to start the job Thursday morning, be there Thursday morning. If you told them you would be there for a service call between 10:00 am and 11:00 am, be there or call.

The truth is that if you do the above three things, price will not even be one the top ten considerations of your customer. Know your costs and charge what you are worth. If you're not going to do that, then go to work for someone else and earn a steady salary without taking home the headaches at night!

## Report from the 2008 National Drowning Prevision Symposium

Continued from page 17

from the Center for Disease Control on the topic of engineering, enforcement, and education. Specifically, I let people know what IPSSA has done and will continue to do to promote education on pool safety to the industry as well as the community. The other presentation was a workshop with Marsha Kerr from the U.S. Consumer Products Safety Commission, Mike Low from Stingl Products, and Peter Kotschedoff, the parent of Ryan, a four-year-old involved in a disembowelment incident, and myself. If anything, I was able to demonstrate that the pool industry is not anti-safety, in fact, just the opposite.

During the two day event, I got the opportunity to network with a wide range of people and have open dialogues on pool drowning, near drowning, suction entrap-

ments, drain covers, and community education programs.

One person who I found to be particularly knowledgeable on suction entrapments was Mike Low from Stingl Products. What I liked best about Mike was that, as a manufacturer of a pool safety product (the Stingl Switch), he was completely open minded and we could have a candid conversation on suction entrapment which did not end with "By the way by a Stingl Switch" In fact I have invited Mike to contribute some articles for the IPSSAN on suction entrapment, SVRSs, and drain covers. As the Federal Pool and Spa Safety Act rolls out into our lives, we need as much accurate information as possible that is not product driven. I think Mike can do that for us.

All in all it was a great event and I think that the pool industry's image is improving.

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3780 Mt. Diablo Blvd., Lafayette

Pres. Dave Durkin (925) 757-1311

**EAST CONTRA COSTA**

Third Thurs., 6:00 p.m., Canton Garden Restaurant

7840 Brentwood Blvd., Brentwood

Pres. Kirk Olsen (925) 487-1954

**EL DORADO**

Second Thurs., 6:30 p.m., Shingle Springs Comm. Ctr.

4440 S. Shingle Road, Shingle Springs

Pres. Shawn Panico (916) 201-6245

**ELK GROVE**

Third Mon., 7:00 p.m.

Denny's Restaurant, 8707 Elk Grove Blvd.

Pres. Chris Bass (916) 704-1505

**GOLD COUNTRY**

First Mon., 6:00 p.m.

Lou La Bonte's, 13460 Lincoln Way, Auburn

Pres. Tim Towne (916) 591-0332

**MODESTO CENTRAL VALLEY:**

Third Tues., 6 p.m.

Perkos Restaurant, on Kirnan in Salida

Pres. Kevin McLard (209) 836-3073

**SACRAMENTO CITY**

Fourth Wed., 6:30 p.m.

Plaza Hofbrau, 2500 Watt Ave., Sacramento

Pres. Cliff Nelson, (916) 224-0785

**SOLANA:** Third Tuesday, 6:00 p.m.

Ulatis Community Center, 1100 Ulatis Dr., Vacaville.

Pres. Mario Esparza (707) 448-3405

**TRACY:** First Thurs., 6 p.m., Java Makers

Pres. Kevin Bishop (209) 992-7119

**WEST PLACER:** First Thurs., 6:00 p.m.,

Lincoln Women's Club, Corner of Fifth & E Streets, Lincoln

Pres. Tony Silva, (916) 215-9354

**REGION 2 (CENTRAL CALIFORNIA)**

**B.O.R.D. Member: Lane Clark**

(805) 794-8132

E-mail: combolox@msn.com

**BAKERSFIELD**

First Tues., 5:30 p.m., John's Incredible Pizza Co.

3709 Rosedale Highway, Bakersfield

Pres. Noel Raub, (661) 619-8816

**CENTRAL COAST:** Second Wed., 7 p.m.

Golden Gong Restaurant

290 Madonna Road, San Luis Obispo

Pres. Ron Rusconi (805) 549-7961

**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. Louis Papera (805) 499-5105

**FRESNO:** Fourth Tues., 7 p.m.

Roundtable Pizza at First & Bullard, Fresno

Pres. Vernon Daley (559) 548-0542

**SANTA BARBARA**

Second Mon., 7:30 p.m., Rusty's Pizza Parlor

232 W. Carrillo, Santa Barbara (downtown)

Pres. Josh Caballero (805) 962-3351

**VENTURA:** Third Tues., 7 p.m.

Yolanda's Mexican Cafe, 2753 Main St., Ventura

Pres. James Eubanks (805) 983-1399

**VISALIA:** Third Wed., 6 p.m.

Amigo's Cantina, 5113 W. Walnut Ave., Visalia

Pres. Roman Gomez (559) 992-5779

**REGION 3 (NORTH L.A. COUNTY)**

**B.O.R.D. Member: Bob Nichols**

(626) 914-4813

E-mail: precision1980@verizon.net

**ANTELOPE VALLEY**

Second Mon., 6 p.m., SCP Antelope Valley,

4514 Runway Drive, Lancaster

Pres. Carlos Majano (661) 492-1957

carlos@majanopools.com

**CALABASAS**

Third Wed., 7 p.m.

Winnetka Convention Ctr.

20122 Vanowen, Canoga Park

Pres. Walter Sweeney (818) 772-7665

**DIAMOND BAR:** First Thurs., 7:30 p.m.

Oak Tree Lanes, Diamond Bar

Pres. Ray Naseiro (909) 869-7665

**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., Woodland Hills

Pres. Elias Duran (818) 366-6977

**SAN FERNANDO VALLEY METRO**

First Tues., 7 p.m., Winnetka Community Center

20122 Vanowen, Canoga Park

Web site: www.sfmetro.com

Pres. Dave Lopez (818) 832-4069

**SAN GABRIEL VALLEY**

Second Thurs., 7:00 p.m.

Arcadia Women's Club, 324 S. First Ave., Arcadia

Pres. Dale Given (626) 445-5060

**SANTA CLARITA VALLEY**

First Thurs., 7 p.m.

SCP, 28230 Constellation Road, Santa Clarita

Pres. Ken Tucker (661) 618-2145

**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.

Wilshire YMCA, 225 S. Oxford

Pres. Tony Kim (818) 913-4201

**EAST LONG BEACH:** Second Thurs., 6:30 p.m.

Ecco's Pizza 2123 Bellflower, 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. David King (310) 377-4604

**WESTSIDE**

Second Tues., 6:30 p.m., American Legion Hall

5309 S. Sepulveda, Culver City

Pres. Dean Sawa (661) 618-0033

**WHITTIER:** First Wed., 7 p.m.

Superior Pool Products in Santa Fe Springs

Pres. Tom Horning (562) 458-2881

**REGION 5 (ORANGE COUNTY)**

**B.O.R.D. Member: Bob Luedtke**

(714) 776-2638

E-mail: poolmanrob@msn.com

**ANAHEIM:** Third Wed., 6:30 p.m.

Roundtable Pizza, 2506 E. Chapman Ave., Fullerton

Pres. Myron Novak (714) 776-8489

**CENTRAL ORANGE COUNTY**

Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin

Pres. Doug Ward (714) 978-9044

**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. Michael Atwood (714) 313-2142

**MISSION VIEJO:** First Tues., 6 p.m.

Carrow's Restaurant, 28502 Marguerite Parkway,

Mission Viejo

Pres. Christopher Dodd (949) 713-9919

**NORTH ORANGE COUNTY**

Second Wed., 7 p.m.

Lakeview Café, Lakeview & Orangethorpe, Placentia

Pres. Brett Gereau Jr. (714) 319-6584

**ORANGE COAST**

Last Monday, 5 p.m., Carrow's Restaurant

Warner & Magnolia, Huntington Beach

Pres. Tom Roberts (714) 901-4688

**ORANGE COUNTY #1**

Second Wednesday, 7:00 p.m., Marie Callendar's

91 Freeway at La Palma, Anaheim

Pres. Luis Rea Jr. (714) 928-7966

**ORANGE COUNTY #9**

Second Wed., 7 p.m., Main Street Pizza

Main Street, Garden Grove

Pres. Jim Strother (714) 962-9710

**ORANGE COUNTY POOL PROFESSIONALS**

Last Monday, 6:30 p.m., Carrow's Restaurant,

Warner & Magnolia, Huntington Beach

Pres. Jeff Theders (714) 435-9080

**SADDLEBACK VALLEY:** Last Tues., 6 p.m.

Lone Star Steakhouse,

24231 Avenida de la Carlotta, Laguna Hills

Pres. Harold McCurdy (959) 581-8004

**SOUTHWEST**

First Wed., 6 p.m., ABC Pools

10560 Los Alamitos Blvd., Los Alamitos

Pres. Ken Tipton (562) 430-8515

**TUSTIN/IRVINE**

Second Tues., 6:00 p.m.

PSOC Waterline Technologies

220 N. Santiago Street, Santa Ana

Pres. Rich Foley (714) 974-1514

**YORBA LINDA**

First Wed., 7 p.m.

Lakeview Café, Lakeview & Orangethorpe

Pres. Jaime Aranda (714) 746-5138

**REGION 6 (INLAND EMPIRE)**

**B.O.R.D. Member: John Bettencourt**

(951) 925-2442

E-mail: bettencourtpool@msn.com

**CORONA**

Second Tues., 7:00 p.m., Marie Callenders

160 E. Rincón St. (at Main St.), Corona

Pres. Jeffrey Cristan (951) 202-1736

**HEMET**

Third Wed., 6:00 p.m., El Jalapeno

1999 N. State Street, Hemet

Pres. Jim Ciccone (951) 303-4087

**MENIFEE VALLEY**

First Wed., 7 p.m. at Canyon Lake Country Club

32001 Railroad Cyn. Rd., Canyon Lake

Pres. Lance Sada (951) 303-6322

**ONTARIO/RANCHO CUCAMONGA**

Second Tues., 7 p.m., Carrows Restaurant

11669 Foothill Blvd., Rancho Cucamonga

Pres. Ron Goodwin (909) 989-0406

**PALM DESERT**

Third Thurs., 7:00 p.m., Burger Time Restaurant,

78-365 Varner Road, Palm Desert.

Pres. Phil Hendricks (760) 775-0571

**PALM SPRINGS**

First Wed., 6:30 p.m.

Elks Lodge, 67491 Elk Drive, Palm Springs

Pres. James Elliott (760) 413-0463

**REDLANDS**

Second Tues., 6 p.m.

Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa

Pres. Bill Brooks (909) 795-6437

**RIVERSIDE**

First Tues., 6:00 p.m., Mexicali's Bar and Grill

1690 Spruce Street, Riverside

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Third Wed.,

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