

## CPSC reverses position on unblockable drain cover

**By Bob Nichols**  
*Bob Nichols is a member of the IPSSA Outreach Committee.*

On September 28, 2011 the CPSC reversed its position on the application of an unblockable drain cover satisfying the requirements of a single main drain as an unblockable drain.

In April of 2010, in a widely debated decision, the CPSC stated that an unblockable drain cover, with a minimum measurement of 18"x23" on a single main drain

with a smaller sump, would satisfy the requirements of the VGB pool and spa safety act, and would be excluded from other single drain requirements as specified in the VGB act. Single main drains require a secondary backup system, such as SVRS, suction venting, gravity suction feed and other such compliant methods. The unblockable cover decision made this application exempt for other secondary anti-entrapment requirements.

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## FAQs regarding the CPSC reinterpretation of unblockable drain

*These FAQs were prepared by the Association of Pool and Spa Professionals (APSP) and are reprinted with permission.*

APSP's Technical and Standards Team has created a Frequently Asked Questions (FAQs) and answers document to help you understand the Consumer Product Safety Commission's September 28, 2011 vote on the reinterpretation of an unblockable drain. However, for unique installations or questions, you need to contact

the CPSC's Lead Compliance Officer at [twitfield@cpsc.gov](mailto:twitfield@cpsc.gov)

As a reminder, the CPSC has given a 60 day notice for comments on the May 2012 compliance date. The Standards & Technical Team will soon provide instructions for submitting comments so that the industry can speak with a strong, united voice.

**1. What was this vote about?**

On September 28, 2011, the Consumer Product Safety Commission voted to revoke a prior

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## Scholarship application deadline approaches

December 1 is the next deadline to submit applications for the IPSSA Scholarship Fund.

Scholarships through the fund are available to all self-employed swimming pool/spa service technicians and their immediate family members in Arizona, California, Nevada, Texas, Florida and Georgia.

Scholarships will be available in all swimming pool/spa service related areas, including business-related courses at local community colleges.

Scholarships are available for, but not limited to, the following areas:

- Certified Pool Operators (CPO)
- Aquatics Facility Operator (AFO)
- Contractor license schools
- Manufacturer sponsored courses
- Community college courses in:
  - Bookkeeping
  - Accounting
  - Computers
  - Chemistry
  - Trade school courses in:
    - Plumbing
    - Electrical
    - Mechanical
  - Whatever will help your business!

Scholarships are not available for pool building education.

Applications are available online at [www.ipssa.com](http://www.ipssa.com) or by contacting the IPSSA executive office at 888-360-9505.

## IPSSA annual business meeting

The association's annual business meeting will take place on Friday afternoon, February 3, 2012, at the Hyatt Regency Newport Beach.

The agenda for the annual business meeting will be determined no later than December 15, 2011. If a member wishes to place an item on the agenda for that meeting, please notify the IPSSA executive office at [info@ipssa.com](mailto:info@ipssa.com).



**IPSSA heroes**

The Capital Valley IPSSA chapter hosted its Second Annual Santa's Summer Get Away at Sly Park, which included a collection for the Sheriff's toy project. See Page 15.

## The World Aquatic Health Conference from a pool tech's view

**By Steve Donohoe**  
*Steve Donohoe is IPSSA's newly appointed liaison to the National Swimming Pool Foundation.*

The 8th Annual World Aquatic Health Conference (WAHC) was held in Seattle, Washington and attracted a record number of registrants this year. More than 400 industry leaders came together at this unique conference to participate in over 40 different seminars covering five different symposium topics: aquatic health benefits, recreational water illness prevention, new industry technology, drowning and injury prevention, and facility management.

The conference included a wide-variety of leaders in the recreational aquatic industry; namely, researchers, scientists, microbiologists, and other PhDs from various related fields. Representatives of the aquatic health and safety industry were there, such as the American Red Cross, the Canadian Red Cross, the YMCA-USA, medical doctors, and health officials from across the country. And some very special attendees came in from our

nation's top health agency, the Centers for Disease Control and Prevention (CDC).

For the past several years, the CDC has been developing a twelve-module aquatic operational guideline, called the Model Aquatic Health Code (MAHC). The MAHC will establish guidelines for all aspects of swimming pool operation, maintenance and construction. Three modules of the MAHC recently were released to the public, while the other modules are in various stages of development. To help the Steering

Committee along in this regard, they were given the opportunity to conduct a special all-day meeting in conjunction with the conference, thus allowing them to make more progress on the MAHC in person than in their usual conference call procedure.

The CDC also presented two excellent seminars about the MAHC and held an open luncheon round table discussion, entitled "Identifying & Prioritizing Research Gaps." It was truly amazing to listen to these industry

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### Things to do in November

- Focus on yourself
- Schedule your annual physical for this month
- Take classes at the International Pool Spa Patio Expo

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DO NOT HOLD DATED MATERIAL



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## Dan Jonaitis wins the September Education Corner quiz

Dan Jonaitis, a member of the IPSSA Scottsdale chapter, was selected randomly among all of the correct entries for the September Education Corner Quiz and will receive an IPSSA sports watch. All correct entries submitted during 2011 will be eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the September quiz are: 1) One measuring cup of dry acid (sodium bisulfate) weighs more than 11 ounces. A) True; B) False. *The correct answer is A) True.* 2) To convert dry ounces into pounds, you divide ounces by: A) 16; B) 128; C) 12; D) 8. *The correct answer is A) 16.* 3) pH and total alkalinity are related and interconnected. A) True; B)

False. *The correct answer is A) atoms. A) 2; B) 3; C) 4; D) 5. The correct answer is B) 3.*

### Calendar of Events

Nov. 3-4	<b>CPO Class</b> SCP, 5648 Copley Drive, San Diego, CA 92111 www.anotherperfectpool.com/cpo
Nov. 5	<b>IPSSA Board of Regional Directors Meeting</b> Mandalay Bay Convention Center, Las Vegas, Nevada info@ipssa.com
Nov. 10-11	<b>CPO Class</b> Superior Pool Products, 4900 E. Landon, Anaheim, California www.anotherperfectpool.com/cpo
Dec. 1-2	<b>CPO Class</b> SCP, 780 Columbia Ave. #1, Riverside, California www.anotherperfectpool.com/cpo
Dec. 8-9	<b>CPO Class</b> Superior Pool Products, 4900 E. Landon, Anaheim, California www.anotherperfectpool.com/cpo
Jan. 28	<b>IPSSA Region 7</b> 22nd Annual Table Top Show Four Points Sheraton, San Diego, California www.region7tabletop.com
Jan. 29 – Feb. 1	<b>Mid America Pool and Spa Show</b> Cobb Galleria Centre in Atlanta, Georgia www.southeastshow.com
Feb. 3	<b>IPSSA Board of Regional Directors Meeting</b> Hyatt Regency Newport Beach, Newport Beach, California info@ipssa.com
Feb. 4	<b>IPSSA Leadership Seminar and Banquet</b> Hyatt Regency Newport Beach, Newport Beach, California info@ipssa.com
Feb. 24-25	<b>Orlando Pool and Spa Show</b> Orange County Convention Center, Orlando, Florida www.floridapoolpro.com
March 1-3	<b>Southwest Pool and Spa Show</b> Marriott River Center, San Antonio, Texas www.swpoolandspashow.com/
March 7-9	<b>National Drowning Prevention Symposium</b> Hyatt Mission Bay, San Diego, California www.ndpa.org
March 15-17	<b>Western Pool and Spa Show</b> Long Beach Convention Center, Long Beach, California www.westernshow.com

## IPSSA has new membership application forms

Important changes have been made to the new member application forms. Effective July 1, all new member applications should be submitted on the new forms. All chapter presidents have been emailed the new form, and it is available for download at [www.ipssa.com](http://www.ipssa.com). If you'd like a supply of the three-part forms, call 888-369-9505 or email [info@ipssa.com](mailto:info@ipssa.com).

### WELCOME NEW MEMBERS!

**REGION 1 — Sacramento City:** Zane Pacini. . . **Capital Valley:** Bill Treleaven. . . **REGION 2 — Conejo Valley:** Chris Badia. . . **REGION 3 — Santa Clarita:** Michael Padrick. . . **REGION 5 — Orange County #1:** Mike Boland. . . **REGION 7 — Carlsbad:** Chad Cotton. . . **San Diego:** Michael J. Long. . . **REGION 8 — VIPS:** Josh Wiseman. . . **REGION 9 — Houston:** Troy Bowzer. . . **San Antonio:** Matthew Chonka. . . **Fort Worth:** Clay Gafford, Mark Moreau. . . **Mid-Cities DFW:** Dan Jacobs. . . **REGION 10 — Santa Clara:** Raymond Montoya. . . **REGION 11 — Gold Coast:** Ken Scott, Brian Wyble. . . **North Georgia:** Weston Toth

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# Education Corner

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for an IPSSA watch. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **DECEMBER 20, 2011**.

- Removing water from a vinyl-liner pool causes the liner to contract.  
A. True  
B. False
- Sodium dichlor is the only chlorine compound that has almost no effect on the pH and total alkalinity of the water.  
A. True  
B. False
- The surface area of a circular pool with a diameter of 24 feet is approximately:  
A. 350 sq. ft.  
B. 400 sq. ft.  
C. 100 sq. yd.  
D. 450 sq. ft.
- Combined chlorine is the difference between free available chlorine and total chlorine.  
A. True  
B. False

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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

Chapter \_\_\_\_\_

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

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

Mail Entry to:

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

Or Fax to: (888) 368-0432

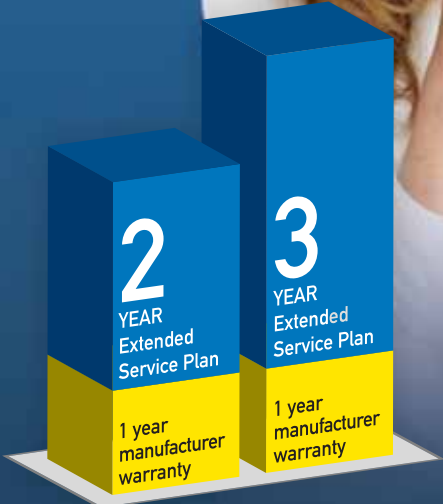
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# SPEC's survival dependent on the pool service industry

from both a financial and grassroots politics standpoint. Political organizations are successful when

In many ways SPEC is the victim of its own successful record defending the swimming pool and spa industry from bad laws, regulations and local ordinances for over 30 years. Most people in the industry do not realize that SPEC is supported by only about 200 member/contributors. "It is the classic case of 90% of the work being done by 10% of the industry, except in SPEC's case it is 99% of the work being supported by 1% of the industry," noted Vance Gillette, SPEC treasurer and vice president of business development for Zodiac Pool Systems. In order to be a politically viable and effective organization SPEC needs 2,000 members, not 200.

For a SPEC membership application visit the SPEC website at [www.calspec.org](http://www.calspec.org) or call toll free (955) 250-7732.

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## MEMBERSHIP APPLICATION

Organization _____		Contact Name _____
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### Recommended Annual Membership Dues

*The following Base Dues represent the minimum dues required by each category for SPEC Membership*

Please check appropriate category:

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<input type="checkbox"/> <b>RETAIL/SERVICE</b> <i>Gross Sales</i> Less than \$150,000 \$150,001 - \$250,000 \$250,001 - \$500,000 \$500,001 - \$1,000,000	<i>Base Dues</i> \$150 \$250 \$500 \$750	<input type="checkbox"/> <b>SUBCONTRACTOR</b> <i>Gross Sales</i> Less than \$1,000,000 \$1,000,001 - \$5,000,000 Over \$5,000,000	<i>Base Dues</i> \$250 \$500 \$750
<input type="checkbox"/> <b>INDEPENDENT SERVICE</b>	\$100	<input type="checkbox"/> <b>ALLIED INDUSTRY MEMBER</b>	\$150
		<input type="checkbox"/> <b>OTHER INDUSTRY MEMBER</b>	\$250

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Full Amount

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Cardholder Name: \_\_\_\_\_ Authorization Signature: \_\_\_\_\_

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\*The number of monthly payments will be calculated by the number of months remaining from date of membership through June.

## Thank You for Your Support!

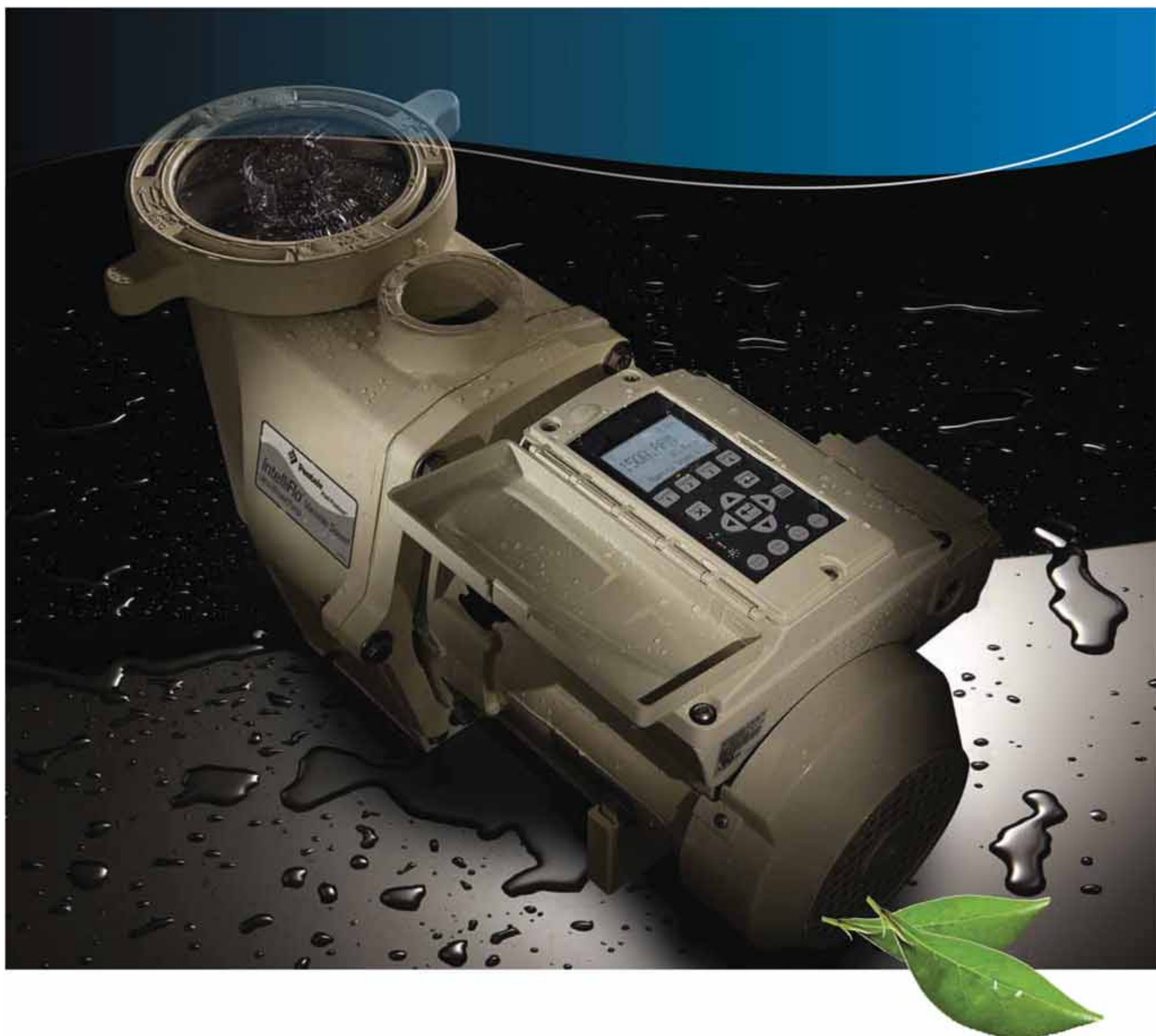
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# Prepare pools for winter

By Scott Houseman.

Scott Houseman is president of the IPSSA Capital Valley chapter. This article is reprinted from that chapter's October 2011 newsletter.

Summer is winding down and the kids are back to school. Another successful season is coming to an end. The pools are becoming more of a second thought now. Soon the rain will be starting and the leaves will be falling as well. Now is the

time to prepare for the winter before it starts.

Solar systems should be winterized by late October or early November. It is also a good time to start servicing the spa heaters and pool sweeps. This should save you time and allow you to earn some extra money before the winter season starts.

This is also a good time to check your trucks windshield

wipers, tires, and chemical buckets. Chemical buckets need to be checked for cracked lids and or buckets. The summer heat will make the buckets brittle. You don't want rain getting into your buckets and ruining the chemicals. It's better to do this now than wait until it is too late. Also the prices of windshield wipers and tires go up during the fall due to the demand.

'Til next time, keep it clear.



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# Keeping up in the industry

By Mike Cedro

This article is reprinted from the June issue of the IPSSA Houston chapter newsletter.

Are you keeping up with all of the latest in the pool and spa industry? Just being up-to-speed in the trends and progress of this ever-changing age of technology is a real challenge. Then there are all of the diverse problems that we encounter on a daily basis in the field. Add to this all of the new and upcoming regulations and laws, both state and federal, and you can see that it is a real challenge to keep up. But keep up we must. Our survival in business fully depends on it.

As IPSSA members, we have a tremendous advantage. Aligned and allied with dozens of other experienced pool and spa business people, we are an army of professionals who wage our war of fiscal survival together as a team. We press forward with the best intel and a unified battle plan that will keep us in control of our destiny for as long as there are pools and spas with a boo-boo, dirty filter or a bikini-clad damsel in distress.

Of course, just being a member is not enough. Regular attendance is all-important. Guest speakers keep us educated and informed with up-to-the-minute news and alerts that we all must have in our arsenal in order to fight the good fight. If you do not view the monthly meetings as opportunities to rally the troops and gain a stronger foothold, then you are missing a really powerful chess piece.

The IPSSAN, the national publication of IPSSA, keeps us informed on all of their news, and I try to present as much as I can in our own IPSSA Houston newsletter, but to be thoroughly informed, you need a lot more eyes on the battlefield. As service professionals, you should be subscribing to Pool and Spa News, as well as Service Industry News and Aqua magazine.

To subscribe to these, go to their websites at:

- [www.poolspanews.com](http://www.poolspanews.com)
- [www.poolspa.com/publications/sin](http://www.poolspa.com/publications/sin)
- [www.aquamagazine.com](http://www.aquamagazine.com)

## Need a yearly statement for tax preparation?

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

## Financial office thanks chapters with prompt payments

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

Region 1: Tracy, Elk Grove, El Dorado, East Contra Costa, Solano  
Region 3: Diamond Bar, Calabasas  
Region 4: East Long Beach  
Region 5: Central Orange County, Huntington Beach, Orange County #9, Surf City,

Saddleback, Tustin/Irvine  
Region 6: Palm Desert, Redlands  
Region 7: Carlsbad, Rancho Del Mar, North County Coastal, San Diego East County  
Region 8: North Phoenix, Las Vegas, West Valley  
Region 9: Austin, Rio Grande Valley  
Region 10: Santa Clara, Redwood Empire, Fremont  
Region 11: North Georgia, Cape Coral, Venice

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# 2012 International Pool | Spa | Patio Expo moves to the Big Easy

After four back-to-back shows in Las Vegas, the 2012 Int'l Pool | Spa | Patio Expo is moving to the Big Easy. The 2012 Expo will take place November 6-8, at the Morial Convention Center in New Orleans, Louisiana USA.

To continue to build the show and meet the needs of the industry, extensive research was conducted in order to choose the best possible location for the event. Attendees and exhibitors both had an overwhelming positive response to moving the event to New Orleans.

"Las Vegas is definitely one of the top destinations for trade shows and is still the top ranked city among our entire audience for a West Coast location," said Lindsay Roberts, director of the expo. "However, we feel it is critical to rotate the event geographically and New Orleans was the top choice for the Southern region."

New Orleans is a convenient hub for national and international

transportation, as close to being the "center" of the country as any American city. "New Orleans is more centrally located to pull attendees from the South, Midwest, Northeast and the Mid-Atlantic states," said Roberts.

The show will take place at the Morial Convention Center, named for the late New Orleans mayor who championed its construction. Built on some of the highest ground in New Orleans, the Convention Center experienced minimal damage when Hurricane Katrina ravaged the Gulf Coast region in August 2005.

"Hanley Wood has hosted a few shows in New Orleans over the past few years and they were extremely successful," said Roberts. "Attendance was strong and the service in the hotels, convention center and other businesses was excellent."

"Hosting the show in New Orleans is a positive move," added Bill Weber, president and CEO of

APSP, the show's official sponsor. "The new host city will offer fresh, new and exciting elements. We're already encouraging our members to mark their calendars for next year's Expo in the Big Easy."

The 2012 Expo will showcase the latest products, materials, equipment and services relevant to the pool, spa and backyard industry, including a wide variety of pools, spas, hot tubs, water features, casual furniture, pumps and heaters, lighting, landscape décor, hearth, grills and much more.

A new feature debuting in 2012 is the Commercial Pavilion that will feature an area for vendor presentations, product displays and exhibit booths. Located on the show floor, products featured in this area are targeted to professionals who design, build, maintain and manage commercial pools.

The show's educational conference will feature 70-75 seminars focusing on topics designed especially for residential and com-

mercial builders/contractors, retailers, service companies and landscape architects/designers.

For information about the Int'l Pool | Spa | Patio Expo, visit [www.PoolSpaPatio.com/attendee](http://www.PoolSpaPatio.com/attendee) or call 972.536.6350 or 888.869.8522. Additional information about the

show can be found on Facebook at [www.facebook.com/PoolSpaPatioExpo](http://www.facebook.com/PoolSpaPatioExpo), LinkedIn at [www.linkedin.com/groups?gid=1963264](http://www.linkedin.com/groups?gid=1963264) and Twitter [www.twitter.com/PoolSpaPatio](http://www.twitter.com/PoolSpaPatio). Twitter users can follow the show using #PoolSpaPatio or @PoolSpaPatio.

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## Pool Service Marketing 101

### What do 4 out of 5 new pool web-shoppers really want?

*And are you leveraging this info to your advantage?*

By Brett Lloyd Abbott

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

A few months ago, I gave you a very specific strategy to increase your search engine rankings, and get more people to visit your website, for free. I told you exactly how to jump on board with Facebook, and start using it to build customer loyalty and boost website traffic.

Do you remember? Here's a quick refresher:

1. Get a personal page on Facebook.
2. Create a fan page for your company.
3. Start posting updates to your Facebook page every day.
4. Tell your customers to go see photos of their job on your Facebook page.

So. Did you do it? Are you posting at least three or four times a week on your company Facebook page? Or were you so busy doing other stuff that you didn't have time to work on your search engine rankings?

Worse yet, did you decide that

you don't need to work on search engine rankings because you're doing a pay-per-click program?

Uh oh. In my previous post, I guess I failed to mention that four out of five new pool shoppers don't like pay-per-click ads. Actually, the statistics will vary a little, depending on who you ask, but the most recent reports indicate that about 80% of website visitors will click on the organic listing, rather than one of the sponsored links.

This should come as no surprise. By now, most people have figured out that if you click a paid or sponsored link, the company is definitely going to try to sell you something. The organic links are much more likely to yield objective information, and skirt the usual sales pitches.

So if four out of five website visitors are ignoring all pay-per-click ads, and 72% of all Google

searchers don't go past the first  
Continued on page 26



## BOOST YOUR ACID WASH PERFORMANCE AND SAVINGS

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## FAQs from CPSC

Continued from page 1

“interpretive rule” which had defined an unblockable drain, a term used in the Virginia Graeme Baker Pool and Spa Safety Act (VGBA). The interpretative rule defined “unblockable drain” to include the drain cover, meaning that a small suction fitting (drain) with an unblockable cover which fit into a smaller, blockable sump would be classified as unblockable. As a result of the September 28 vote, the definition of an unblockable drain will revert to the language in the Definition Section of the VGBA and will include the sump, but not the suction fitting or drain cover. Hence, a large unblockable drain cover over a smaller blockable drain cannot be used to create an unblockable drain.

### 1.1 What is an unblockable drain?

An unblockable drain is a sump that cannot be completely shadowed on an 18" x 23" rectangle. For example an 18" x 18" sump is considered “blockable” while a 24" x 24" sump is considered “unblockable.”

### 2. What does this vote mean?

Under the VGBA, public pools that have a single drain that is not unblockable must install one or

more additional devices, such as an SVRS, automatic pump shut off, gravity drainage system or suction limiting vent system. A pool with an unblockable drain is exempt from these additional requirements. As a result of this vote, public pools and spas that have a single large unblockable drain will be required to install one or more of these secondary devices.

### 3. How does this vote affect existing public pools?

Existing public facilities which have a single unblockable drain cover over a smaller blockable drain are no longer considered to be in compliance with the public pool requirements of section 1404(c) of the VGBA unless they have installed one or more of these additional devices.

### 4. What is the deadline for compliance for existing pools?

The CPSC is contemplating a compliance date of May 28, 2012. The Commission has established a 60 day comment period for affected parties to provide input as to the feasibility of this compliance date. APSP will soon provide instructions for submitting comments to APSP Senior

Director, Technical & Standards, Carvin DiGiovanni at [cdigiovanni@apsp.org](mailto:cdigiovanni@apsp.org).

### 5. Does this vote and revised ruling affect channel drains and other typical unblockable drains?

Channel drains or other suction fittings/drain covers which cannot be shadowed by an 18" x 23" rectangle and have been tested and listed “For single outlet use” under the ANSI/APSP?16 2011 Standard and which fit over a sump of the same or unblockable size are not affected by this vote or ruling and are still considered unblockable. As stated by the Commission in a September 30, 2011 announcement:

“Again, this message only affects public pools and spas that used CPSC's 2010 interpretation to install an unblockable sized drain cover over a blockable sized single main drain, without adding a back?up system or device...”

### 6. Does this rule require the use of SVRS devices on public pools?

No. Public pools which have a multiple main drain system at least three feet apart or a single unblockable drain as that term is now defined are still not required to install any additional devices. Pools with a single drain that is NOT unblockable must choose from the list of additional devices

cited in Section 1404(c)(ii) and in question 2 above if they have not already installed a recognized secondary anti?entrapment device/system. An SVRS is one of several options provided in this section.

### 7. Do covers affected by this new rule have to be removed from public pools?

No. There is no reason to replace the covers. Pools and spas that have a single drain of the type described above must now install one of the permitted additional devices. As stated by the Commission in its September 30, 2011 announcement:

“It is very important for the pool and spa industry to be aware that CPSC is not saying that unblockable sized drain covers should be removed from facilities that installed them on small single main drains. Rather, the Commission is directing pool and spa operators to add a back?up system or device. The Commissioners and the staff, in fact, recognize that unblockable sized drain covers are an advance in pool safety. Yet, layers of protection are an important principal that the VGB Act promotes.”

### 8. Does this vote affect smaller drain covers?

Drain covers which were not listed as unblockable are not affected in any way.

### 9. Does this vote affect existing residential pools/spas?

No

### 10. How do I obtain more information with regard to the CPSC vote?

The deliberations of the Commission took place on September 28, 2011. The webcast is posted at

<http://www.cpsc.gov/webcast/previous.html> as Part 1 of the September 28, 2011 webcast. To

go directly to the webcast, visit [www.cpsc.gov/vnr/asfroot/cm09282011\\_1.aspx](http://www.cpsc.gov/vnr/asfroot/cm09282011_1.aspx).

For more information with regard to a specific unblockable drain cover that you may have, contact the manufacturer.

### 11. How do I make sure that I protect against all forms of entrapment?

The ANSI/APSP?7 Standard for Suction Entrapment Avoidance in Swimming Pools, Wading Pools, Spas, Hot Tubs, and Catch Basins addresses all aspects of suction outlet safety. The APSP Field Checklist also provides helpful solutions for all configurations. The Standard and the Field Checklist are available at [www.APSP.org/Store](http://www.APSP.org/Store).

### 12. What will APSP do to represent members and the public on this reinterpretation of an “unblockable drain”?

APSP has begun to solicit feedback from members during the 60?day public comment period for affected parties. APSP will soon provide instructions for submitting comments to APSP Senior Director, Technical & Standards, Carvin DiGiovanni at [cdigiovanni@apsp.org](mailto:cdigiovanni@apsp.org). APSP will continue to support the most safe and common sense approach which is backed by consensus standards that provide clear direction for industry while protecting the health and safety of consumers. The ANSI/APSP?7 Standard for Suction Entrapment Avoidance in Swimming Pools, Wading Pools, Spas, Hot Tubs, and Catch Basins, as well as the APSP Field Checklist, remain the best tools for industry to follow to protect consumers. They both are available at [www.APSP.org/Store](http://www.APSP.org/Store). Members can expect periodic updates on the CPSC decision, as well as calls to action when necessary.



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# Ask Sue

By Sue Robach

*Sue Robach is national training manager for Pentair Water Pool and Spa. If you have questions for Sue, send them to [info@ipssa.com](mailto:info@ipssa.com).*

I usually devote this column to answering technical questions about servicing pool and spa equipment. This month, I'm taking the liberty of sharing my excitement with you about a whole new venue for asking questions and finding answers. It's called the Virtual University, and it's hosted on the web at [www.pentairpool.com](http://www.pentairpool.com). (Click on Pool Professional, then on Virtual University.)

Once you're in the Virtual University site, you can visit the Solutions Center, the Auditorium, or the Lounge. You can also take product quizzes to prove how much you know.

In the Solutions Center, you can view and download product brochures, manuals, Quick Start guides, and other technical documents. Choose a product category (pumps, filters, heaters, automation, lighting, etc.) then use the pull-down menus to select what you want to view or download. We've put some of the most requested documents from our in-person seminar series in this online Solutions Center. You also can post questions to one or more of the product-specific message boards.

In the Auditorium, you can pull



up a virtual seat and watch product introduction and installation videos, as well as troubleshooting videos and programming videos.

In the Lounge, it's all about networking. You can exchange messages or chat live with other Virtual University students, or members of the Pentair Training Team. There will also be scheduled live chats with Training Team members on particular products and issues. The Lounge is also where you can access a general message board and add frequently used documents to your own virtual briefcase.

As someone who has worked very closely with industry education in many formats over the years, I am very excited about the opportunities this new site presents. We know that not everyone who wants to attend manufacturers' seminars, trade shows, and other great education events can make those trips, take that time away from their businesses, etc. This site goes a long way toward putting a lot of that invaluable education where it needs to be: right

in front of you.

Check it out and let me know what you think. Find me in the Community section of the Virtual University. Then send me a message, or, if we're both online, chat with me!

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## Chapter presidents: make sure we have your email address!

Chapter presidents, please make sure the IPSSA Financial Office knows your current email address.

Every Friday, the Financial Office puts out emails to each president, notifying you of members that are leaving IPSSA, because of a cancellation or because they are quitting. If you do not have email we do try to leave a phone message, but prefer to send emails because it is a written record of members leaving.

Also if you do not have Sue's email it is [membership@ipssa.com](mailto:membership@ipssa.com) Please make sure you mark it as a safe email to receive from, to be sure you do receive these notifications.

Also if you prefer to receive your chapter rosters by email instead of postal mail, they can be sent as either a PDF or an Excel file.

Just let Sue know. Thanks!



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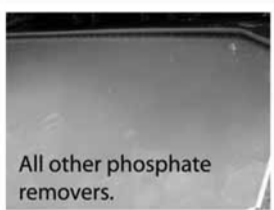
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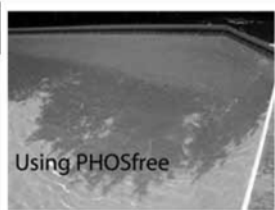
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specifically for pool owners. We share everything from the best ways to maintain their pools, to exclusive fan contests, to money saving and entertaining tips. This is an exciting new endeavor for Hayward. We'd like you to share the news with your customers so we can team up to help them throughout the season.

## Introduction of IPSSA's NSPF liaison, Steve Donohoe

By Bob Nichols

Bob Nichols is a member of the IPSSA Outreach Committee.

The IPSSA BORD, at its meeting in August, confirmed Steve Donohoe as the IPSSA liaison to the National Swimming Pool Foundation (NSPF).

In a monumental move IPSSA and NSPF have partnered with the creation of an IPSSA liaison that will now have direct access to NSPF objectives and resources for the advancement of education and involvement with national and international regulations.

This partnership will afford IPSSA and NSPF the opportunity to explore and find ways for both organizations to collaborate and utilize each other's strengths to broaden and expand IPSSA membership educational opportunities. This liaison position will be included in the IPSSA Education Committee, currently chaired by Dave Durkin.

Steve Donohoe is no stranger to industry education. Steve is a certified CPO instructor and a practical seminar attendee and presenter. Steve's experience with industry standards and swimming pool education, along with his years as an instructor and his Bachelor of Science degree, make him the perfect candidate for the liaison position. Steve is also a veteran of the U.S Army (hooray).

Steve can be contacted at [steve@anotherperfectpool.com](mailto:steve@anotherperfectpool.com).



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\*Note: Take care when applying 300 Tile Cleaner on vertical spillway areas. It is recommended to apply a generous amount of product to a sponge first and evenly apply to the scale on the spillway area working on small sections without dripping on clean tile. Allow to dwell (as stated on the directions), scrub and rinse. After the area is dry, a second application might be necessary. Adjust the water chemistry as needed.

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## World Aquatic Health Conference

Continued from page 1

scientists, researchers and leading health officials as they discussed the need for research and changes to the aquatic industry. And it was encouraging to hear them show a genuine desire and commitment toward working together to share information and achieve some goals that would improve recreational water health and safety.

The World Aquatic Health Conference is a unique venue where top health officials, industry experts, and research/academia all meet to exchange and

assimilate new ideas and information in the aquatic industry. By its very nature, the WAHC will always deliver the latest information, making each year's conference different and unique. Anyone in the industry, in any capacity, should attend the conference to learn about, participate in and contribute towards making recreational water healthier and safer. So, save the date: October 10-12, 2012. The next World Aquatic Health Conference will be in Norfolk, Virginia. Hope to see you there!

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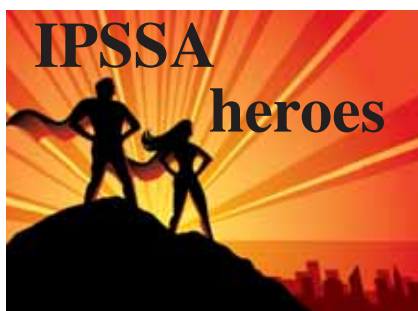
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## IPSSA Capital Valley chapter combines fun with collections for Sheriff's Toy Project

By Linda Eggers

The Capital Valley IPSSA Chapter hosted its Second Annual Santa's Summer Get Away at Sly Park.

This year's camping event was sponsored by Chem Quip-Sacramento, GLB, HASA, Hayward, Jandy, Leisure Supply, Natural Chemistry, Pentair, SCP (Rancho Cordova), Sales Link, US Motors & Waterway. Thank you for your sponsorship.

The kids enjoyed canoeing, hiking, and leather and paint crafts. The

campers had a hand at fishing, boating and even musical chairs for the adults. As usual, there was great food and stories around the campfire.

Toys were collected for the Sheriff's Toy Project. Thank you to all who donated.

The chapter looks forward to next year's event which has already been reserved for September 14-16, 2012. We invite all campers to join us in the fun.



## Matching funds available from IPSSA Inc.

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

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

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

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

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

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

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

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

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



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## APSP teams up with FBI to educate industry on Homeland Security

*Pool, spa, and hot tub industry has critical role in protecting Americans*

The Association of Pool & Spa Professionals (APSP) announces a joint presentation with the FBI titled "Pool & Spa's Role in Assisting the FBI: What the Bad Guys Won't Tell You About Bulk Chemical Sales," at the International Pool | Spa | Patio Expo, in Las Vegas, Wed., Nov. 2, 4 pm.

The session will be presented by Intelligence Analyst Justin Kita, PhD, Supervisory Special Agent Victoria Alioto, and Carvin DiGiovanni, APSP senior director, technical & standards.

As the world's largest trade association representing the pool, spa and hot tub industry, APSP has been able to work with the FBI to increase the awareness of the chemicals sought by terrorists. This session will help industry professionals identify suspicious behavior and activities which may indicate nefarious intent.

"Pool & Spa's Role in Assisting the FBI: What the Bad Guys Won't Tell You About Bulk Chemical Sales," will explain how terrorists are aware of the commercially available chemicals that can be used to produce homemade explosives and other devices that may cause harm; however many retailers selling these chemicals are not aware of this fact.

Attendees will get a first-hand glimpse of the FBI's recommended countermeasures to assist in the recognition of suspicious customer behaviors. "Retailers can be our eyes and ears in the field," Kita said.

"Our industry and its professionals are proud to work cooperatively with the FBI," said DiGiovanni, "The APSP/FBI joint model serves as an example of the way a partnership between professional society and law enforcement can be mutually beneficial."

To learn more about the pool, spa and hot tub industry's role in protecting homeland security, register for the International Pool | Spa | Patio Expo at [poolsapatio.com](http://poolsapatio.com) and visit [APSP.org](http://APSP.org) for information on APSP and the FBI's Chemical Weapons Awareness Campaign.



## Certified Pool/Spa Inspector™ online training and certification launched jointly by National Swimming Pool Foundation® and National Environmental Health Association

*Cost effective and convenient, the course will promote consistency and effectiveness of inspections to protect the public from injury and illness.*

There is a new online Certified Pool/Spa Inspector™ (CPI™) training program and handbook launched jointly by the National Swimming Pool Foundation® (NSPF®) and the National Environmental Health Association (NEHA). The course, available now at [www.nspf.org](http://www.nspf.org) and [www.neha.org](http://www.neha.org), is a national training program designed to help environmental health specialists to conduct effective pool and spa inspections and to minimize exposure to public health hazards. The online course expands upon and replaces the popular CPI™ training DVD introduced by both organizations in 2005. The Certified Pool/Spa Inspector online training also provides an important component to the Pool & Spa Safety Act (P&SS Act) compliance training.

"Consistency and effectiveness of inspections will ultimately protect the public by reducing injury and illness," said Thomas M. Lachocki, Ph.D., CEO of the National Swimming Pool Foundation. "This course improves efficiency by getting inspectors up the learning curve to understand hazards and ways to minimize risk," he added. "The beauty of the CPI online training program is that it is cost effective and convenient, since participants can access the program on any computer, eliminating the need to travel. CPI training also helps health departmental trainers' efficiency by allowing them to focus on specific department procedures rather than on basic risk topics." Nelson Fabian, M.S., National Environmental Health Association executive director and CEO, agreed adding, "It is a great partnership when non-profits like NEHA and NSPF can help government agencies deliver training to personnel that meets their educational needs while minimizing the use of precious budget funding."

"The Certified Pool/Spa Inspector online training program

comes at an opportune time as health departments are gearing up for the swimming season," added Alex Antoniou, Ph.D., National Swimming Pool Foundation director of education. "Like its predecessor, the CPI DVD, the CPI online training program is exactly the type of educational product we prefer," explained Fabian. "It's easy to use and effective. The training program will enable our professionals to clearly understand the critical issues and thus, make them more capable of carrying out their job duties."

"Many aquatic facility managers have taken the Certified Pool/Spa Inspector course when it was available on DVD to prepare for health department inspections. This online course is even better," reinforced Dr. Lachocki. NSPF also offers an Aquatic Facility Audit online course to help facilities understand and manage risks.

A recent study published by the U.S. Centers for Disease Control and Prevention (CDC), compiled and analyzed data on aquatic facility operations and management from fifteen regions in the U.S. and found troubling results. Of the 121,020 health department pool inspections, 12.1 percent (13,532) were closed immediately due to severe violations. (CDC Morbidity and Mortality Weekly Report, May 21, 2010, 59(19); 582-587)

Training highlights focus on understanding and minimizing public health hazards. The online course is designed to help environmental health specialists understand:

- Operation and maintenance practices that focus on reducing risk.
- The workings of the circulation system and its components.
- Procedures to evaluate a facility for Pool & Spa Safety Act (P&SS Act) compliance.
- The unique hazards of spas and the specific inspection needed to assure safety.

- How to minimize recreational water illnesses.

- The ways that operation and maintenance records relate to an inspection.

- How aquatic play features have unique hazards and the specific inspection needs to assure safety.

- Teaching about swimming pool design standards and their impact on public health.

Those professionals who have an active Certified Pool/Spa Operator® (CPO®) certification may achieve CPI™ certification by completing the online Certified Pool/Spa Inspector online training

program and passing the CPI exam.

The interactive, self-paced course features narration, images, video, and exercises and can be completed in about two hours. In addition, online course registrants receive the accompanying hand-

Continued on page 19



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## Website marketing

# Web video helps converts clicks into calls!

By Griffin Davis

Griffin Davis, vice president of marketing for Market Hardware, Inc. (<http://www.contractor-web-success.com>), has worked in Internet marketing and small business marketing since 1993.

A picture is worth a thousand words, right? It's true, and explains why adding video onto your website helps convert clicks into phone calls.

Two years ago video was an expensive and complicated website add-on. Not anymore. In 2010, web video has crossed over from the super high end to the mainstream. (In other words, it's affordable!) And, because almost all of your website visitors now have broadband Internet, load times are no longer a problem (an issue that used to prevent me from

recommending video.)

Web video will help you stand out online. Videos can feature any number of things from you talking to the camera about your pool and spa services, to a photo montage with relevant voiceovers, to a how-to guide on basic pool care.

There are more reasons to like web video. In 2009, Google tweaked its site ranking formulas to recognize and reward sites that have relevant videos about their business or their specific industry. This is part of a broader trend called universal search that Google is driving. In the realm of universal search, Google considers rich media (such as a video on pool maintenance) to be just as relevant as a web page on the same topic. That's relatively new.

And when Google and other



search engines sniff (no pun intended) video on sites, they give you a brownie point in search engine rankings. Here's why: Google wants to connect its users with the best possible search returns. They are making a calculated, but intelligently informed guess that the presence of an online video on your website signals a quality business.

Bottom line: if you have a video component included on your site, you'll likely rank higher on search returns when folks look online for businesses like yours. Once you get them to your site, the dynamic nature of video gives you a great opportunity to engage potential customers and to convince them that you are the highly credible professional service provider they are looking for.

Don't worry about production or formats or anything technical. Video is easier than you think. I suggest that you strongly consider the fact that online videos are an effective tool for getting more business from the web.

Just like website production, you as a business owner have several turnkey options for video content. Here are some common options that you'll find out there:

1) Video spokesperson – A professional actor you select literally appears on your website and talks to your visitors in a script you help write. You can see a sample of a video spokesperson on your own website by visiting <http://demo.mywebsitebuild.com/video.php> and entering your URL.

2) Picture montages with voiceovers – This is simply a slide show of pictures showing images like you or your staff at work or at the office with narration either from you or a trained professional who records the words you want said. Simple and effective.

3) Onsite interviews – Someone comes to your office and does a Q and A about you and the services you provide.

4) Do it yourself – Set up a video camera and talk to it about what makes your business unique or what attributes you think stand out. Even if you are not a movie star, this format comes across as real and down-to-earth.

Web video is not new, but its usefulness in savvy web marketing is new. Take some time to learn more about this technique and how it might help your pool and spa business.



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

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



### Collection Tips

## New contact person for Transworld collections service

Lynn Lolley is the new contact person at Transworld Systems for the IPSSA Greenflag Profit Recovery program, that can help you collect past-due fees owed by

your customers.

Lynn can be reached at [lynn.lolley@transworldsystems.com](mailto:lynn.lolley@transworldsystems.com).

For more information on how

you can take advantage of this member benefit, go to the Members Only page of [www.ipssa.com](http://www.ipssa.com).

## Certified Pool/Spa Inspector training

Continued from page 17

book. Participants can register at [www.nspf.org](http://www.nspf.org) and click on online training, or at [www.neha.org](http://www.neha.org). The cost is only \$50.00 USD per student. For more information, email [info@nspf.org](mailto:info@nspf.org) or call 719-540-9119 (NSPF) or 866-956-2258 (NEHA).

The National Swimming Pool Foundation is an approved Authorized Provider by the International Association for Continuing Education and Training (IACET). As a result of its Authorized Provider status, NSPF is authorized to offer IACET CEUs for the CPI online training course. Students who successfully complete the CPI training course can submit for IACET credits.

National Swimming Pool Foundation has a growing online course offering.

The CPI online course is the latest in a series of online courses offered by the National Swimming Pool Foundation, with a growing portfolio that focuses on occupational safety, environmental management, healthcare, electrical safety, employment law, Department of Transportation, operator training and certification.

Facility management courses include, Aquatic Facility Audits (AFA), Aquatic Risk Management (ARM) and Emergency Response Planning (ERP). Other online courses include OSHA 30 Hour Construction Safety, Pool Operator Primer™, Home Pool Essentials™ Maintenance & Safety designed for residential pool and hot tub owners, and over 100 World Aquatic Health™ Conference seminars. Industry professionals receive innovative web-based training that gives anytime, anywhere, on-demand access to quality, cost-effective

training materials. The National Swimming Pool Foundation has launched over 40 online courses, with many also available in Spanish, and will continue to expand the offerings.

The National Swimming Pool Foundation and the National Environmental Health Association are non-profit organizations committed to improving public health and are the leading education and certification organizations for operators and environmental health officials, respectively. Visit [www.nspf.org](http://www.nspf.org) and [www.neha.org](http://www.neha.org) to learn more.

## IPSSA has new membership application forms

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

All chapter presidents have

been emailed the new form, and it is available for download at [www.ipssa.com](http://www.ipssa.com).

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

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

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

## It pays to designate beneficiaries

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

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

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

Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed. If not, or if you want to change your beneficiary, you can download the form from the "Members Only" page of [www.ipssa.com](http://www.ipssa.com).

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

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# New CPSC interpretation of "unblockable drain"

By Scott Wolfson

Scott Wolfson is communications director for the U.S. Consumer Product Safety Commission. [www.PoolSafely.gov](http://www.PoolSafely.gov)

On September 28, 2011, the U.S. Consumer Product Safety Commission (CPSC) voted 3-2 to interpret an unblockable pool or spa drain based on the size of the drain opening and not the size of the drain cover used over the sump. This is an important decision for the pool safety community to be aware of, as CPSC continues to implement the Virginia Graeme Baker Pool and Spa Safety Act.

The Commissioners heard from some members of Congress and families who have lost their children in drain entrapment incidents, and both groups informed our agency that the law was intended to require a back-up system or device, if a public pool or spa has a single main drain that is of a blockable size (smaller than 18" x 23"). Since the law went into effect in December 2008, many public pool and spa operators with blockable sized single main drain systems installed a VGB compliant drain cover and an automatic pump shut-off device or SVRS device (or already had a gravity

drainage system or suction-limiting vent system, which are two of the other back-up options). CPSC commends all of those public pool and spa operators who took steps to come into compliance with this important child safety law.

On April 6, 2010, the Commission approved an interpretation of the VGB Act's definition of "unblockable drain" to include the installation of an unblockable drain cover over a small, blockable, drain suction outlet; thus eliminating the requirement of a secondary backup system. The vote of the Commission this week revoked the 2010 interpretation and re-establishes the interpretation described above, where a back-up system or device is required on single main drains that are blockable.

It is very important for the pool and spa industry to be aware that CPSC is not saying that unblockable sized drain covers should be removed from facilities that installed them on small single main drains. Rather, the Commission is directing pool and spa operators to add a back-up system or device. The Commissioners and the staff, in fact, recognize that unblockable sized drain covers

are an advance in pool safety. Yet, layers of protection are an important principal that the VGB Act promotes.

Again, this message only affects public pools and spas that used CPSC's 2010 interpretation to install an unblockable sized drain cover over a blockable sized single main drain, without adding a back-up system or device.

The Commission has set a compliance date of May 28, 2012, to allow time for firms that require modifications as a result of this revocation to bring their pools into compliance with the statute as written. During the public hearing this week, the Commissioners voted to open up a public comment period, so that all of you can inform the Commission whether May 28, 2012 is a reasonable compliance date for installation of the required back-up system. The comment period will start when the Commission's decision is published in the Federal Register and we will let you know when that happens.

We hope the explanation above helps you understand the CPSC decision. Please write to [poolsafely@cpsc.gov](mailto:poolsafely@cpsc.gov) if you have any questions.

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**Congress of the United States**  
Washington, DC 20515

September 27, 2011

The Honorable Inez Tenenbaum, Chairman  
The Honorable Thomas Moore, Commissioner  
The Honorable Robert Adler, Commissioner  
The Honorable Nancy Nord, Commissioner  
The Honorable Anne Northup, Commissioner  
U.S. Consumer Product Safety Commission  
4330 East West Highway  
Bethesda, MD 20814

Dear Commissioners:

We are writing to express our strong support for the Commission's decision to reconsider its interpretation of the Virginia Graeme Baker Pool and Spa Safety Act. The Commission's re-examination of the anti-entrapment and drowning prevention measures that should be taken by public pools with single main drains under the Act is long overdue and we urge no further delay.

As sponsors and supporters of the original legislation, we can tell you that the language of the Act makes clear that pools with only one drain are to be treated differently than pools with multiple drains. Under the Act, most single drain public pools were expected to incorporate both an anti-entrapment drain cover and another layer of protection. The reason for the extra layer of protection in single-drain pools is simple: these pools pose a much more significant danger to individuals than multiple drains because when blocked, the suction force from a single drain is much stronger than when the suction force is distributed across multiple drains.

Notwithstanding the dangers inherent in single drain pools, the Commission voted to allow all single drain pools to avoid the statutory requirement for extra layers of protection simply by installing drain covers marketed as "unblockable." As pointed out in letters from members of Congress to the Commission throughout the summer of 2010, this decision ran counter to both the spirit and letter of the Act and failed to take into account the nature of entrapment-related injuries and deaths.<sup>1</sup> In single drain pools, no drain cover can protect a child from entrapment if the drain cover is improperly installed or inadvertently removed. It is for this reason that Congress required extra layers of protection for public pools with only a single main drain.

The importance of requiring an extra layer of protection is underscored by the Commission's recent voluntary recalls. These recalls included some drain covers marketed as "unblockable" due to concerns that the covers do not in fact protect against entrapment hazards.<sup>2</sup> An additional layer of protection will ensure that children are protected when so-called "unblockable" drain covers fail to work.

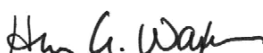
The Commission has already established an ample record on this issue. All interested parties were offered an opportunity to be heard through comments beginning in July 2009 and at a public hearing in November 2009.<sup>3</sup> Moreover, we understand that over the last year, members of industry and safety advocates have made their views known to the Commission regarding reconsideration.

We thank you for your careful consideration of this issue. We believe it is now time to act in the interest of protecting swimmers of all ages from entrapments and drowning. Congress passed the Act in response to a number of horrific incidents in which children and adults were entrapped by drains in pools and spas, resulting in serious injuries and deaths. A decision to

require additional protection for single-drain pools will ensure that the purposes of the law are fulfilled.

We look forward to and applaud your vote this Wednesday to bring interpretation of the Act in line with the spirit and intent of its sponsors and supporters.

Sincerely,



Rep. Henry A. Waxman  
Ranking Member  
House Energy & Commerce  
Committee




C.K. Butterfield  
Ranking Member  
House Subcommittee on Commerce,  
Manufacturing, and Trade  
House Energy & Commerce  
Committee



John B. Larson  
Member of Congress



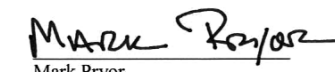
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Richard Blumenthal  
United States Senator

<sup>1</sup> Letter from Sens. Mark Pryor, Amy Klobuchar, Richard Durbin, Chris Dodd, and Bill Nelson to the Commission (June 10, 2010); Letter from Reps. Debbie Wasserman Schultz, Frank Wolf, and John Larson to the Commission (June 10, 2010); Letter from Rep. Henry A. Waxman to the Commission (Aug. 5, 2010).

<sup>2</sup> Consumer Product Safety Commission, *Recalled Pool and Spa Products*, [www.poolsafely.gov/news-resources/recalls](http://www.poolsafely.gov/news-resources/recalls); See also Patricia Callahan, *The Danger That Lurks Underwater, Drain Covers for Pools and Spas That Are Meant to Protect Might Not Be Safe*, Chicago Tribune (Feb. 7, 2011) ("Equipment meant to prevent powerful drains from causing people to drown in pools and hot tubs is being used across the country even though the products underwent flawed safety evaluations, then failed subsequent, more stringent tests, a Tribune investigation has found. A confidential report describing one laboratory's tests concluded that the equipment "could result in serious injuries and or death."").

<sup>3</sup> Consumer Product Safety Commission, *Virginia Graeme Baker Pool and Spa Safety Act: Interpretation of Unblockable Drain, Final Interpretive Rule* (Apr. 6, 2010) (available at [www.poolsafely.gov/wp-content/uploads/unblockdrain.pdf](http://www.poolsafely.gov/wp-content/uploads/unblockdrain.pdf)).

## CPSC reverses position

Continued from page 1

In the Congressionally pressured September 28, 2011 reversal, single main drains that are not designed with unblockable sumps must meet all of the requirements specified in the VGB act for single main drains.

The approved unblockable drain covers may remain on the smaller sump but a compliant secondary anti-entrapment system or device must be included in the suction system.

Approved secondary systems include:

1. drain disablement - if locally approved
2. automatic pump shut-off system
3. gravity drainage system
4. safety vacuum release system
5. any system determined by the Commission to be equally effective as, or better than, the enumerated systems at preventing or eliminating the risk of injury or death associated with pool drainage systems.

There are several comments from many safety advocates, as well as industry leaders. We urge readers to visit the following sites for further information.

1. Poolsafely.gov
2. NSPF.org
3. poolspace.com
4. drainsafe.com
5. APSP.org

Late news supplied to us by the CPSC on October 13, 2011 states that the revocation of the earlier unblockable drain interpretation was posted on the Federal Register effective October 11, 2011. Public comments in response to the ruling's proposed compliance date of May 28, 2011 must be submitted by December 12, 2011. See more information at [www.PoolSafely.gov](http://www.PoolSafely.gov).

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## The nation's pools, spas and hot tubs to get greener

*New energy efficiency standards help members meet consumer demands for sustainable products*

Consumer demands for energy efficient products are spilling over into the pool, spa and hot tub industry. The Association of Pool & Spa Professionals (APSP) announces its new American National Standards Institute (ANSI)/APSP/International Code Council (ICC)-15 2011 Standard for Residential Swimming Pool and Spa Energy Efficiency will make finding these products easier.

The new ANSI/APSP/ICC-15 will enable those pool pump manufacturers who are building energy efficient pool pumps to publicly report pump performance data on the APSP website. Consumers will be able to view the names of manufacturers, their products, and pump performance data. Public reporting of the data is expected to start in winter 2011.

ANSI/APSP/ICC-15 is the second of two energy efficiency standards developed for the industry. The first, ANSI/APSP/ICC-14 2011 Standard for Portable Electric Spa Energy Efficiency, was approved earlier this year.

"APSP has taken the lead in developing energy efficiency standards for the pool, spa and hot tub industry," said Steve Barnes, chairman of the APSP-15 Standards Committee, chair of the APSP Technical Committee, and Safety and Compliance Manager at Pentair Water Pool and Spa. "Customers now expect products that save energy. APSP energy efficiency standards have positioned the industry to address consumers' needs while helping members demonstrate their commitment to building greener products," he added.

ANSI/APSP/ICC-15 is a total systems approach to pool energy efficiency that provides energy efficiency performance specifications for swimming pool filtration systems. It also includes minimum efficiency levels for pool and spa heaters, which are federally regulated and included in the standard for accessibility and consistency. Pool filtration systems are the primary

focus of the standard because they run each day, providing significant energy savings opportunities. Pumps and pump motors have the greatest impact on overall filtration efficiency, and for this reason the manufacturer will test and report pump performance data.

The standard provides uniform testing and reporting specifications for equipment manufacturers as well as design and installation specifications suitable for use by pool professionals, in building codes, and regulations. "Builders who build to the ANSI/APSP/ICC-15 Standard can now promote to their customers that they offer the most energy efficient pools and spas that money can buy," said Carvin DiGiovanni, APSP senior director, Technical & Standards.

Already, Florida has adopted ANSI/APSP/ICC-14 2011 Standard for Portable Electric Spa Energy Efficiency and ANSI/APSP/ICC-15 2011 Standard for Residential Swimming Pool & Spa Energy Efficiency into their 2010 code, taking effect March 15, 2012. More states are expected to adopt these energy standards in the near future. In addition, APSP is working with the International Code Council to jointly produce the new International Swimming Pool and Spa Code which will incorporate APSP's energy efficiency standards. The ISPC will be published in March 2012 and will be available for state and county adoption.

"For years, APSP standards were devoted to protecting consumers—and still are—but these two new energy efficiency standards represent the industry's recognition of market trends and provide our members with the tools they need to compete in the global economy," said DiGiovanni. "It's a win-win-win for consumers, manufacturers and the environment."

Both energy standards are available for purchase and download at APSP.org/store. For more information about APSP's standards, contact DiGiovanni at cdigiovanni@apsp.org.

## What kind of company do techs want to work for?

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).

Your company just had a great year. The service department is making money and has grown to the point that it can easily support an additional technician. However, there is a major problem: there is a shortage of qualified technicians across this country, and the situation is getting worse, not better. If a company is going to grow, it has to be able to find, recruit and retain qualified technicians. Step one is to put ourselves in the position of a great technician.

Great techs want several things. They want (and deserve) better-than-average pay. They want to have a vested interest in the company, which means they want to work within a system that rewards them if they do outstanding work. However, once the basic economic needs are

met, there is a third area of interest. Great techs want to be recognized for having done an outstanding job. Techs want peer recognition and they want to be recognized by management as having done a great job. The bottom line is that outstanding technicians are competitive by nature. They not only want to be recognized by the company as having done a great job, they want to be recognized as being the best within their peer group.

The lesson is clear when it comes to attracting and retaining qualified technicians:

- Specific goals must be set.
- Technician's performance must be accurately measured against those goals.
- Technicians reaching, or exceeding, those goals must be rewarded for having done an outstanding job

A process like this will not only retain your current technicians, it will be the catalyst for attracting highly qualified technicians currently working for other companies.





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# Replace expired spa ozonators



The opportunity is great for spa and hot tub technicians to generate new revenue with the replacement of these expired spa ozonators.

DEL Ozone has created an ozone test kit to help technicians quickly and easily determine if the unit is generating ozone. This simple test can result in \$200 to \$300 in new ozone generator sales with each service

visit by visually demonstrating to the spa owner if the ozonator requires replacement.

The DEL Ozone Test Kit is a hand-held test tube containing an indigo-impregnated material. The technician simply cracks open each end of the vial, attaches it to the ozone tubing, and turns the ozone generator on for 30 seconds.

The test will quickly cause one

of two reactions to occur inside the tube:

1) No change. If no change occurs inside the tube, the ozone generator is weak or expired and requires replacement or repair (it does not have enough oxidation power to turn the blue to white)



This ozone test proves the ozonator is functioning.

2) Turns white. If the ozone generator is functioning properly it will produce enough ozone to oxidize the blue until it turns from blue to white. No replacement is necessary.

This visual test provides clear evidence to the hot tub owner and technician of the working condition of the ozonator.

Why should I replace my spa ozonator?

Customers may want to know why they should replace their ozone generator. The answer is simple:

Fewer chemicals and better water.

- Ozone is the most powerful antimicrobial oxidizing agent available to pool and hot tub owners today (it kills the most viruses and bacteria).

- Ozone is 200 times more powerful than chlorine and eliminates bacteria, viruses, mold, and other unhealthy organic waste.

- Ozone is environmentally friendly since, unlike chemicals, the only byproduct of ozone is oxygen.

- Ozone helps to eliminate chemicals and additives, keeping the chlorine or bromine demand and residual to a minimum.

Just about every spa has an ozonator. With a DEL ozone test kit, technicians have the opportunity to upgrade these sanitation systems to give owners the high-quality water they expect.

DEL Ozone offers ozone test kits and easy-to-install ozone replacements.

Contact us or your preferred distributor to request your ozone test kits: [aftermarketspa@delozone.com](mailto:aftermarketspa@delozone.com), dial 800-676-1335 x232, or logon to [www.delozonespa.com](http://www.delozonespa.com).

## Shelly Johnson added to Filbur team

Filbur Manufacturing is happy to announce the addition of Shelly Johnson to the sales and marketing team in the newly added role of marketing manager. Shelly brings with her 19 years of experience in the water filtration industry, most recently with Pentair Water in Milwaukee, WI where she held the position of marketing channel manager. Throughout her tenure there, she was involved in many facets of the business including customer service, sales, and marketing.

Shelly holds a Bachelor of Arts degree from the University of Wisconsin-Madison and is near completion of her studies towards a Master of Business Administration. She resides in Wisconsin where she lives with her husband and her teenage son and daughter.

As marketing manager, Shelly will be handling all aspects of marketing at Filbur Manufacturing. Please feel free to

Continued on page 25

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# Pentair releases ScreenLogic2 for iOS

Pentair Water Pool & Spa is excited to announce the release of ScreenLogic2, the interface that allows EasyTouch users to control their pools, spas, water features, lights, etc., from iOS devices (iPods, iPads, iPhones), as well as computers. The original ScreenLogic worked only with IntelliTouch. Now users of both the high-end IntelliTouch and the

iPod touch to control pool functions from anywhere. Simply download the free software from the Apple App Store™.

- Control all key functions of your pool or spa - temperatures, jets, lighting, and water features.
- Remotely manage from a PC or a Mac using the ScreenLogic2™ PC or Mac app, available in all ScreenLogic2™

kits and as a download from our website.

- Easily change, track and monitor history of pH and ORP levels when using the new IntelliChem™ chemical control system with IntelliTouch or EasyTouch.

• ScreenLogic2™ iPhone app now allows full color and lighting control for both IntelliBrite LED



pool/spa/landscape lights and MagicStream laminars.

- Existing ScreenLogic2™ customers can upgrade free of charge. Visit website: <http://www.pentairpool.com/pool-owner/resources/downloads/screenlogic2.htm> for more details.

nlogic2.htm for more details.

- ScreenLogic2™ now supports Mac computers. ScreenLogic Connect for Mac OSX 10.5, 10.6, and 10.7 is available for download from the same link as above.

mid-range EasyTouch automation controls can use the ScreenLogic interface. ScreenLogic2 has other new features, as well.

The all new ScreenLogic2 Interface now supports EasyTouch systems!

Now you can control the key functions of your pool and spa using the IntelliTouch control system and now EasyTouch too. The revolutionary ScreenLogic2 series of interfaces enable operation of IntelliTouch and Easy-Touch through a combination of multi-functional controllers, including an in-wall touch screen, iPad, iPhone, iPod touch and PCs.

ScreenLogic2™ features include:

- Use Apple iPad, iPhone or

## Shelly Johnson

Continued from page 24

contact her at [shelly.johnson@filburmfg.com](mailto:shelly.johnson@filburmfg.com) or 920-783-8114.

We at Filbur Manufacturing are invested in this industry and Shelly's addition demonstrates our commitment to moving the business to the next level. We look forward to working with you to grow your business in 2011 and beyond.

## Monoarc Brush offers rebate to IPSSA Inc.

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

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

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Now for those of you in who are in a hurry, and/or would rather build and service pools then launch a do-it-yourself SEO program, I just so happen to offer SEO services for pool companies. And as a matter of fact, we've had rather impressive successes with all our clients, all in just a matter of months.

In fact, take a look at Carefree Pools & Spas, as seen in the San Luis Obispo search example above. Three months ago, before we started the program, they were nowhere to be found. Here's the baseline report from mid-May, before we started:

And here, 90 days later, you can see that they're not only on page 1, but actually the first listing in most cases:

Bird Banding Report			
42 Variables	GOOGLE	TRUSS	Big (MM)
indefinite pool cover central coast	1	1	1
indefinite pool cover central san luis obispo	1	1	1
indefinite edge pools atacama	1	1	1
indefinite edge pools palo robes	1	1	1
negative edge pools atacama	1	1	1
negative edge pools palo robes	1	1	1
perimeter overflow pools atacama	1	1	1
perimeter overflow pools palo robes	1	1	1
pool facilities central coast	1	1	1 (*)
pools santa barbara	5	2	14 (*)
pools central coast	1	1	1
pools palo robes	4	1	16 (*)
pools san luis obispo	2	1	1
swimming pool santa barbara	6	1	1 (*)
swimming pool central coast	1	1	1
swimming edge pools atacama	1	1	1
swimming edge pools palo robes	1	1	1
hot tub santa barbara	46	2	10
hot tubs santa barbara	78	2	20
hot tubs san luis obispo	3	12 (*)	22

Now admittedly, San Luis Obispo is not a very large market, so it was probably a little easier for us to show this rather phenomenal success. Nonetheless, we're getting lots of great page 1 rankings with our clients, in larger and more competitive markets, such as:


<b>Report Date: Thursday, August 12, 2010</b>		<b>Time: 9:16 PM</b>	
<b>Checked OR's</b>		<a href="http://www.theotherprofessionals.com/">http://www.theotherprofessionals.com/</a>	
<b>Initial tracking report</b>	<b>SA</b>	<b>SA/MS</b>	<b>SA/MS</b>
initial post cleaning	2	1 (* 0)	3 (* 1)
initial post repair	4	3	3
initial post service	1	1	1
initial post service	4	4 (* 0)	30 (* 10)
initial post repair	3	2 (* 3)	22 (* 6)
initial post service	10 (* 1)	2 (* 2)	31
initial clearing status	3	3 (* 1)	2 (* 1)
initial repair status	4	4	4
initial repair midrange	3	3 (* 1)	2 (* 3)
initial repair status	1	1 (* 0)	3
initial service status	3	3 (* 0)	23
initial service status	3	3	13
initial service capital	3	1	8
initial service status	3	3	12 (* 3)
initial service status	3	3 (* 1)	3
initial service midrange	5	4	13
initial service status	1	1 (* 0)	23
initial service status	10	1	20 (* 2)
initial status	1	1	3 (* 1)
initial status	10 (* 1)	1 (* 0)	28


Report Date: Monday, August 16, 2010	Time: 2:09 AM		
Checked URS :	<a href="http://www.chuangyanguangshidao.com">http://www.chuangyanguangshidao.com</a>		
<b>Host: Beijing, Report</b>			
<b>REVENUES</b>	<b>Account</b>	<b>Revenue</b>	<b>(Base/Rate)</b>
net sales totals	96	13	(21 * 11)
discounted goods totals	98	13	(11 * 11)
goods sold totals	96	13	12
credit card totals	111	13	24
cash and app efforts	75	13	18
total balance credit funds	75	13	24
total balance totals	114	13	17
good marketing totals	96	13	16
total marketing totals	98	13	16
goods totals	(12 * 11)	11	(21 * 11)
goods sold totals	96	13	(11 * 11)
marketing goods totals	96	13	(21 * 11)

A year from now, who knows what the latest, greatest SEO tactic is going to be. But right now, our program seems to be working quite well. So if page 1 rankings or more Internet leads appeal to you, but you don't feel like doing your SEO yourself, just give us a call. Or check out the pricing of our programs right here. Hey, we don't have any secrets; you'll find all our services and prices published clearly on our website.

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Cell Phone (name of contact):	
Fax Number:	
Mailing Address :	Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
Shipping Address:	Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
<b>IPPSA Chapter Name</b>	
<b>City, State</b>	
<b>Chapter President</b>	

**Type of Pools:**  
☐ Inground   ☐ Aboveground

**Brand:**  
☐ Pentair Pool Products   ☐ Sta-rite

**Type of Business:**  
☐ Builder   ☐ Retailer   ☐ Service   ☐ Refinisher   ☐ Other \_\_\_\_\_

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What type of pool materials do you use:

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I purchase from the following Distributors:	Rebate Rules
<div style="margin-bottom: 10px;"> <b>Name:</b> _____  <b>Acct #:</b> _____         </div> <div style="margin-bottom: 10px;"> <b>Name:</b> _____  <b>Acct #:</b> _____         </div> <div style="margin-bottom: 10px;"> <b>Name:</b> _____  <b>Acct #:</b> _____         </div> <div> <b>Name:</b> _____  <b>Acct #:</b> _____         </div>	<ul style="list-style-type: none"> <li>Pentair will reimburse IPSSA National one dollar (\$1.00) for each whole good that a member purchases throughout the year. The listing of qualifying whole goods are the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heat pumps, cleaners, automation systems, Intellichlor and colored lights. The maximum total payout to IPSSA will be \$20,000 per year on an annualized basis for all its members participating. To enroll in this IPSSA National rebate and ensure the education fund receives credit for your purchases, please fax this enrollment to 866-741-4051/ATTENTION: IPSSA REBATE. Once we receive your form, you will be enrolled in the IPSSA National Rebate Program.</li> <li>If you have any questions regarding this rebate, please call the Marketing Team at 800-693-0171 or email to <a href="mailto:rewards@pentair.com">rewards@pentair.com</a></li> <li>Each member must register individually on the Pentair- IPSSA Incentive Rebate Registration Form. This will allow us to electronically collect and monitor member purchases for the rebate accumulation. If a member does not register, their purchases will not qualify and cannot be added later. Should the National rebate be in effect going forward, the participants will be rolled over into the next year.</li> </ul>

New Member Signature \_\_\_\_\_

Date \_\_\_\_\_



# IPSSA CHAPTER LISTINGS

**For Association information:** call Vickie Lester CAE, (888) 360-9505 / • (714) 484-4749 • (888) 368-0432 FAX or (562) 684-0695 FAX  
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**For insurance information:** call Arrow Insurance (800) 833-3433 / Fax (805) 955-9535  
40 W. Cochran Street #112, Simi Valley CA 93065, E-mail: ray@arrowinsuranceservice.com

**REGION 1 (NORTHERN CALIFORNIA)**  
*B.O.R.D. Member: David Durkin*  
(925) 757-1311  
E-mail: d.melectricpoolsrepair@yahoo.com

**CAPITAL VALLEY: (Sacramento)**

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

**DELTA: (Stockton)**

Third Wed., 6:30 p.m.  
Casa Flores, 400 E. Kettleman Lane, Lodi 95240  
Pres. Rick Plath (209) 951-7926  
service@rickspoolservice.com

**EAST BAY**

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

**EAST CONTRA COSTA**

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

**EL DORADO**

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

**ELK GROVE**

Second Wednesday, 7:00 p.m.  
Logan's Roadhouse,

9105 W. Stockton Boulevard, Elk Grove  
Pres Chris Bass (916) 704-1505  
basspoolservice@gmail.com

**GOLD COUNTRY**

First Mon., 6:00 p.m.  
Lou La Bonte's, 13460 Lincoln Way, Auburn  
Pres. Donald Rosenkrans (916) 300-0383

**MODESTO CENTRAL VALLEY:**

Third Tues., 6 p.m.  
Perkos Restaurant, Kiernand Road & 99, Salida  
Pres. Mark Torrence (209) 384-7425

**SACRAMENTO CITY**

Fourth Wed., 6:30 p.m.  
Plaza Hofbrau, 2500 Watt Ave., Sacramento  
Pres. Joe Pagluica, (916) 481-2269

**SOLANA**

Third Tuesday, 6:00 p.m.  
Ulatis Community Center  
1100 Ulatis Dr., Vacaville.  
Pres. Mario Esparza (707) 448-3405

**TRACY**

Second Thurs., 6 p.m.,  
Perko's Café, 1321 W. 11th Street, Tracy 95376  
Pres. Greg Mongeau (209) 833-8109

**WEST PLACER**

First Thurs., 6:00 p.m.,  
Lincoln Women's Club,  
Corner of Fifth & E Streets, Lincoln  
Pres. Bob Morel (916) 662-4301

**REGION 2 (CENTRAL CALIFORNIA)**

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

E-mail: rpspool@verizon.net

**BAKERSFIELD**

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

**CENTRAL COAST**

Second Wed., 7 p.m.,  
Golden Gong Restaurant  
290 Madonna Road, San Luis Obispo  
Pres. Lloyd Dalton (805) 237-8414

**CONEJO**

Second Wed., 7:30 p.m., Denny's Restaurant  
50 E. Thousand Oaks Blvd., Thousand Oaks  
Pres. John Williams (805) 526-9088

**CONEJO VALLEY**

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

**FRESNO**

Fourth Tues., 7 p.m.  
Roundtable Pizza at First & Bullard, Fresno  
Pres. Manuel Margain (559) 307-1072

**SANTA BARBARA**

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

**VENTURA**

Third Tues., 7 p.m.  
Yolanda's Mexican Cafe, 2753 Main St., Ventura  
Pres. Omar Mora (805) 525-5238

**VISALIA**

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

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

*B.O.R.D. Member: Elias Duran*  
(818) 366-6977

E-mail: poolshow@aol.com

**ANTELOPE VALLEY**

Second Mon., 6 p.m.  
SCP Antelope Valley, 4514 Runway Dr., Lancaster  
Pres. Carlos Majano (661) 492-1957  
carlos@majanopools.com

**CALABASAS**

Third Wed., 7 p.m., Superior Pool Products  
21320 Deering Court, Canoga Park  
Pres. Walt Sweeney (818) 772-7665

**DIAMOND BAR**

First Thurs., 7:30 p.m.  
Oak Tree Lanes, Diamond Bar  
Pres. Ray Naseiro (909) 869-7665  
propoolcare97@yahoo.com

**FOOTHILL**

Third Thurs., 7:00 p.m.  
American Legion Hall  
La Crescenta at Manhattan, La Crescenta  
Pres. Raul Fernandez (818) 563-9410

**SAN FERNANDO VALLEY**

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

**SAN FERNANDO VALLEY METRO**

First Tues., 7 p.m., Winnetka Community Center  
20122 Vanowen, Canoga Park  
Web site: www.sfvmetro.com  
Pres. Saul Krochmal (818) 609-8252

**SAN GABRIEL VALLEY**

Second Thurs., 7:00 p.m.  
Indy Mac Bank

100 E. Foothill Blvd., Arcadia

Pres. Charles Loury (626) 332-5683

**SANTA CLARITA VALLEY**

First Thurs., 6:30 p.m. Winter • 7:30 p.m. Summer  
SCP  
28230 Constellation Road, Santa Clarita  
Pres. Kent Simpson (661) 373-9901

**REGION 4 (SOUTH L.A. COUNTY)**

*B.O.R.D. Member: Adam Morley*  
(310) 493-3565

E-mail: adam@paradisepools.biz

**CENTRAL LOS ANGELES**

Second Mon., 6:20 p.m.  
Paul Church, 4120 W. Pico Boulevard, Los Angeles  
Pres. Seak Koon Byun (626) 289-9056

**EAST LONG BEACH**

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

**SOUTH BAY**

Second Wed., 7 p.m.,  
American Legion Hall  
412 S. Camino Real, Redondo Beach  
Pres. Rick Morris (310) 755-5279

**WESTSIDE**

Second Tues., 6:30 p.m.  
American Legion Hall  
5309 S. Sepulveda, Culver City  
Pres. Ric Burgess (310) 569-8005

**WHITTIER**

First Wed., 7 p.m.  
Superior Pool Products in Santa Fe Springs  
Pres. Tom Horning (562) 458-2881  
tomspoolcare@roadrunner.com

**REGION 5 (ORANGE COUNTY)**

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

E-mail: poolmanrobert@msn.com

**ANAHEIM**

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

**CENTRAL ORANGE COUNTY**

Last Tues., 7 p.m., Coco's,  
14971 Holt Ave., Tustin  
Pres. Pat Angus (949) 651-1083

**DANA POINT**

Second Tues., 6 p.m.,  
Coco's, Crown Valley and I-5  
Pres. Robert Sink (949) 916-8860

**HUNTINGTON BEACH**

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

**MISSION VIEJO**

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

**NORTH ORANGE COUNTY**

Second Wed., 7 p.m.  
Polly's Pies, 18132 Imperial Highway, Yorba Linda  
Pres. Rick Reyes (714) 635-5459  
rickmreyes50@yahoo.com

**ORANGE COAST**

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

**ORANGE COUNTY #1**

Second Wednesday, 7:00 p.m.  
Graziano's, Yorba Linda, 714-524-2770  
Pres. Terry Lewis (714) 667-6030

**ORANGE COUNTY #9**

Second Wed., 7 p.m., Main Street Pizza  
Main Street, Garden Grove  
Pres. Jim Strother (714) 962-9710

**ORANGE COUNTY POOL PROFESSIONALS**

Last Mon., 6:00 p.m.,  
Claim Jumper Banquet Room, 18050 Brookhurst St.,  
Fountain Valley CA 92708

Pres. Jeff Theders (714) 435-9080

**SADDLEBACK VALLEY**

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

**SOUTHWEST**

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

**SURF CITY**

Third Tues., 6:30 p.m., Superior Pool Products,  
10865 Kalama River, Fountain Valley  
Pres. Robert H. Foutz Jr. (714) 846-6106  
rhfoutz@verizon.net

**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., Graziano's Italian Restaurant  
17487 Imperial Highway, Yorba Linda 92886  
Pres. David Hartson (714) 306-4864

**REGION 6 (INLAND EMPIRE)**

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

Web site: www.region6ipssa.com

**CORONA**

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

**HEMET**

Third Wed., 6:00 p.m., El Jalapeno  
1999 N. State Street, Hemet  
Pres. John Bettencourt (951) 925-2442  
bettencourtpool@msn.com

**MENIFEE VALLEY**

First Wed., 7 p.m. at My Buddies Pizza  
2503 E. Lakeshore Drive #A, Lake Elsinore  
Pres. Lance Sada (951) 837-6322  
npircipssa@verizon.net

**ONTARIO/ RANCHO CUCAMONGA**

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

**PALM DESERT**

Third Thurs., 7:00 p.m., Burger Time Restaurant,  
78-365 Varner Road, Palm Desert.  
Pres. Brian Gibson (760) 564-0591

**PALM SPRINGS**

First Wed., 6:30 p.m.

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

**REDLANDS:** Second Tues., 6 p.m.

Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa  
Pres. Bill Brooks (909) 553-5780

**RIVERSIDE**

First Tues., 6:00 p.m., Cask N Clever,  
1333 University Ave., Riverside  
Pres. Rusty McMartin (909) 767-1633

**TEMECULA/MURRIETA**

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

**REGION 7 (SAN DIEGO COUNTY)**

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

E-mail: cabhgough@sbcglobal.net

**CARLSBAD**

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

**ESCONDIDO**

Third Wed., 6:30 p.m.  
PEP, 1270 Distribution Way, Vista  
Pres. Matt Hughes, (619) 306-0533

**NORTH COUNTY COASTAL**

Third Tues., 6:30 p.m.  
Brett's BBQ, 1505 Encinitas Blvd., Encinitas  
Pres. Jordan Nelson (760) 753-4996

**RANCHO DEL MAR**

Third Mon., 5:30 p.m.  
Chevy's, 2730 Via De La Valle, Del Mar CA.  
Pres. Lance Clifton 858-874-7764

**SAN DIEGO**

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

**SAN DIEGO EAST COUNTY**

Third Tues., 7 p.m.  
Pinnacle Peak Steakhouse  
7927 Mission Gorge Rd. Santee CA, 92071  
Pres. Joe Lukacik (619) 508-8587  
**SAN DIEGO METRO**  
Fourth Thurs., 7:00 p.m.  
Coco's, 1025 Fletcher Parkway, El Cajon  
Pres. Javier Payan (619) 843-9460

**REGION 8 (SOUTHWEST)**

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

E-mail: badgerpool@yahoo.com

**EAST VALLEY**

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

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

SCP, 1425 Helm Drive, Las Vegas, NV  
Pres. Reese Bettencourt (702) 454-7946

**IPSSA VIPS**

Third Wed., 7:00 p.m.  
Elk's Lodge #335, 14424 No. 32nd St., Phoenix  
Pres. Joe Mischik (602) 290-5547  
**LAS VEGAS:** First Thurs., 7 p.m.  
Vietnam Vet's Hall, 6424 West Cheyenne, Las Vegas  
Pres. Kenneth Minster (702) 658-1154

**NORTH PHOENIX**

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

**NORTHWEST LAS VEGAS**

First Wednesday, 7:00 pm  
Joey's Bar & Grill, 7081 W. Craig Road, Las Vegas  
Pres. Robert Fazio, 702-795-9596

**SCOTTSDALE**

Third Mon., 6:00 p.m., SCP, 7841 E Gray Rd.,  
Scottsdale, AZ 85260-3461  
Pres. Mike Ryno (602) 561-8349  
mike@bluesurfpools.net

**TUCSON:** Third Wed., 7 p.m.

Superior Pool Products, 4055 N. Runway Drive.  
Pres.Ken Sanders (520) 299-1388

**WEST VALLEY**

First Wed., 7:00 p.m., Cloud Supply  
1100 N. Eliseo, Felix Way, Avondale  
Pres. Robert Jaques, (602) 740-7846  
lakesideaz@mail.com

**REGION 9 (TEXAS)**

*B.O.R.D. Member: Phil Sharp*  
(210) 673-2909

E-mail: rivercitypoolservice@yahoo.com

**AUSTIN**

First Tues., 6 p.m., Austin Energy Club  
721 Barton Springs Road, Room TLC 130  
Pres. James Smith (512) 206-0606  
**CORPUS CHRISTI:** First Thurs., 6:30 p.m.  
Island Italian Restaurant, 15370 S. Padre Island Drive  
Pres. Michael Baker (361) 563-7655

**DALLAS**

Fourth Tues., 5:00 p.m., SCP Plano Training Center  
212 10th Street, Suite A, Plano  
Pres. Eustaquio Portillo (214) 325-6746

**FORTWORTH**

Third Tues., 7 p.m., La Playa Maya Restaurant  
1540 N. Main Street, Fort Worth, TX  
Pres. Jason S. Lehmann (817) 605-0194  
waterconnection@att.net

**HOUSTON:** Second Tues., 7 p.m.

Fuddruckers, 2475 S. Kirkwood  
Pres. Jim Jacobsmeyer (281) 474-7665  
**MID CITIES DFW:** First Mon., 7 a.m.,  
SCP, 2107 Hutton Drive, Carrollton TX 75006  
Pres. Jeremy Smith (214) 695-8717  
tadpoleps@yahoo.com

**RIO GRANDE VALLEY**

Second Tues., 6:30 p.m.  
SCP McAllen, 1201 W. Warren Street,  
Pres. Humberto Garces, (956) 867-7194

**SAN ANTONIO**

First Mon., 6:30 p.m., Clear Springs Restaurant  
Loop 1604 at Aston Oaks Blvd.  
Pres. Fred Rose (210) 494-9784  
flashpoolservice@sbcglobal.net  
**WAXAHACHIE**  
First Wed., 7 a.m., SCP,  
1909 S. Great Southwest Parkway, Grand Prairie  
Pres. Neal Holt, (972) 617-9877

**REGION 10 (BAY AREA SOUTH)**

*B.O.R.D. Member: Dick Nichols,*  
(408) 978-1948

E-mail: dnichols@geniepoolandspa.com

**FREMONT:** Second Mon., 6 p.m.,

El Patio Restaurant, 37311 Fremont Blvd., Fremont  
Pres. Bruce Barrios (510) 750-286



# Associate Members

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

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