

California Capitol Report

CSLB to Sponsor Two Bills in 2013

By John Norwood

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

The Contractors State License Board (CSLB) is sponsoring two pieces of the legislation this year that will improve the board's ability to pursue legal and administrative recourse against violators of the Business and Professions code. Specifically, CSLB wants to amend Business and Professions (B&P) Code Section 7068.1 and Section 7027.3.

First, B&P Code Section 7068.1 relates to-Qualifying Individuals-Supervision and Control of Contractor's Business. All contractors must have a person who acts as a "qualifier" for their contractors' license. This person must furnish the knowledge and experience required for licensure and must pass a written examination. This person is ultimately responsible for job supervision, managing construction activities, making technical and administrative decisions, checking jobs for

proper workmanship, or direct supervision of the work site. The CSLB has determined however that many "qualifiers" do not supervise and manage as necessary under the law. CSLB has dealt with many cases involving negligent, illegal, and fraudulent activities being carried out by companies in which the "qualifier" was unaware of the activity or wasn't performing the required oversight of the job.

Current law requires that the CSLB prove that the "qualifier" did not provide sufficient supervision and control AND a violation of the Contractor's License Law occurred. If successful, CSLB can take action against the licensee, but has no recourse against the "qualifier" individually. CSLB's amendment changes that.

The proposed change to B&P Section 7068.1 would authorize the misdemeanor prosecution and administrative discipline of a "qualifier," personally, who fails to comply with the specified supervision and management

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San Diego Chapter of IPSSA presents a \$7,000.00 donation to Operation Homefront – Southern California in support of our troops



IPSSA HEROES: In December, Michael Anderson, President of IPSSA San Diego, presented Karla Winter-Schulz, President of S.T.E.P. with a \$7,000.00 charitable contribution. The San Diego Chapter led a fund raising effort in support of local military personnel and their families. S.T.E.P. (Support the Enlisted Project) is the local branch of Operation Homefront dedicated to assist servicemen and women and their families in many areas of need. These much needed funds are sure to make some holiday wishes come true for our much deserving local military personnel. You can contact S.T.E.P. to make a contribution or volunteer at 858-695-6810 or on their website, stepsocal.org.

2013 Contractors License Law & Reference Book Now Available

New edition features comprehensive construction laws and regulations

This year's edition of the Contractors State License Board (CSLB) California Contractors License Law & Reference Book is now available for purchase or for free viewing online. The updated publication, totaling just over 1,000 pages, provides easy reference to new and amended construction laws that took effect January 1, 2013.

The License Law & Reference Book's convenient, all-in-one format continues to provide CSLB's history and mission, and specialized sections about becoming a licensed contractor; home improvement; business management; construction standards and safety regulations; California's Business and Professions Code and other construction-related state codes; and complete California Contractors License Law rules and reg-

ulations.

"This book is designed as a quick-reference tool to help our state's 300,000 licensees keep up with continual changes in state contracting law," said CSLB Registrar Steve Sands. "It's also a great resource for anyone trying to get their state contractor license."

The 2013 law book can only be purchased from the publisher, LexisNexis, and is not available at any CSLB office. This year's updated law book includes a convenient CD for Windows, and Mac computers. The book costs \$25 plus tax, and \$9.49 for shipping and handling. Major credit cards are accepted.

Order Online from LexisNexis, by phone: (800) 223-1940 (Monday - Friday, 5:00 a.m.- 5:00 p.m. Pacific) or by fax: (518) 462-3788.



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

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

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

(See Matching Funds, Page 22)

Things to do in February

- Driving safety
- Truck maintenance
 - Hose bibs
 - Heater tune-ups
- During the rainy season, don't drain pools

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DO NOT HOLD DATED MATERIAL

THE IPSSAN

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Tony De Franco wins the December Education Corner quiz

Tony De Franco, a member of the Sarasota chapter, was selected randomly among all of the correct entries for the December Education Corner Quiz and will receive an IPSSA sports watch. All correct entries submitted during 2013 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the December quiz are 1) A pool is said to be "in balance" when the pH, alkalinity, calcium hardness, TDS and temperature are all within the recommended ranges. A. True B. False. *The correct answer is A. True.* 2) The basic things that we need to test in the water are: A. pH and alkalinity B. Sanitizer and calcium hardness C. Sanitizer and alkalinity D. All of the above. *The correct answer is D. All of the above.* 3) A gallon of muriatic acid (hydrochloric acid 31.4%) is equal to how many pounds of dry acid (sodium bisulfate)? A. 2.5 B. 3.5 C. 10.0 D. 5.0. *The correct answer*

is C. 10.0. 4) Total alkalinity does not affect the speed of pH change in the water. A. True B. False. *The correct answer is B. False.*

Calendar of Events

- Feb. 1** **IPSSA Board of Regional Directors Meeting**
Disney Paradise Pier Hotel, Anaheim, California
info@ipssa.com
- Feb. 2** **IPSSA Leadership Seminar and Banquet**
Disney Paradise Pier Hotel, Anaheim, California
info@ipssa.com
- Feb. 4-7** **Southeast Pool and Spa Show**
Cobb Galleria Centre in Atlanta, Georgia
www.southeastshow.com
- Feb. 13** **Inland Empire Pool Expo**
University of Redlands, Redlands, California
www.inlandempirepoolexpo.com
- Feb. 14-15** **CPO Class**
SCP Distributors, Riverside, California
http://www.anotherperfectpoolnews.com/cpo
- Feb. 15-16** **Orlando Pool and Spa Show**
Orange County Convention Center, Orlando, Florida
www.floridapoolpro.com
- Feb. 21-23** **Western Pool and Spa Show**
Long Beach Convention Center, Long Beach, California
www.westernshow.com
- Feb. 21-22** **CPO Class**
Western Show, Long Beach, California
http://www.anotherperfectpoolnews.com/cpo
- Feb. 28 – March 2** **Southwest Pool and Spa Show**
Henry B. Gonzales Convention Center, San Antonio, Texas
www.swpoolandspashow.com
- March 7-8** **CPO Class**
Superior Pool Products, Anaheim, California
http://www.anotherperfectpoolnews.com/cpo
- March 13-15** **NDPA Symposium**
Ft. Lauderdale, Florida
www.ndpa.org
- March 21-22** **CPO Class**
Superior Pool Products, Canoga Park, California
http://www.anotherperfectpoolnews.com/cpo
- April 4-5** **CPO Class**
Hasa Inc., Saugus, California
http://www.anotherperfectpoolnews.com/cpo
- April 24-25** **CPO Class**
Superior Pool Products, Indio, California
http://www.anotherperfectpoolnews.com/cpo

Matt Smith wins a Basic Training Manual Part 2 – Equipment!

Enter to win the monthly sweepstakes! Anyone can enter!

Matt Smith from San Jacinto, California was selected randomly among all of the correct entries for December and will receive an IPSSA Basic Training Manual Part 2 – Equipment.

The correct answer for the December sweepstakes question is: What is the deadline to submit a scholarship application each year? (The answer can be found on www.ipssa.com). *Answer: December 1st.*

Enter To Win: Basic Training Manual Part 2 – Equipment!



We have a number of training manuals with slight imperfections on the outside cover that we are giving away. Simply fill out the form below and mail or fax it in for your chance to win. The winner will be randomly selected from all correct entries.

Answer the following question:

What pool related event is happening on February 16th? (The answer can be found on www.ipssa.com)

There will be a different question each time we have a book to give away. Check in next month!

Name _____
Address _____
City _____ State _____ Zip _____
Telephone Number (____) _____
Correct Answer _____

Mail Entry to: Enter To Win
10842 Noel Street, #107, Los Alamitos, CA 90720 Or Fax to: (888) 368-0432
Entries for this month must be received by **MARCH 20, 2013**

*** WIN AN *
IPSSA
Sports Watch**

Education

Corner

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for an IPSSA watch. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **MARCH 20, 2013**.

1. Lithium hypochlorite is non-flammable.
A. True
B. False
2. Mixing cal hypo tablets and trichlor tablets may cause an explosion or fire with the evolution of chlorine gas.
A. True
B. False
3. DPD reagent gives you the capability to determine free available chlorine (FAC) and total available chlorine (TAC).
A. True
B. False
4. Cyanuric acid protects chlorine so it stays in the water _____ times longer than without it.
A. 5 to 7
B. 3 to 5
C. 10 to 12
D. None of the above

Name _____
Address _____
City _____ State _____ Zip _____
Telephone Number (____) _____
Chapter _____

Correct Answers: 1. _____ 2. _____ 3. _____ 4. _____
(Please indicate A, B, C, or D for each answer.)

Mail Entry to:

**IPSSA Quiz, 10842 Noel Street, #107, Los Alamitos, CA 90720
Or Fax to: (888) 368-0432**

Entries for this month must be received by MARCH 20, 2013.

Enter to win



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Lawrence George Gelhaus

August 31, 1933 – November 18, 2012

Larry Gelhaus passed away recently at the age of 79, after valiantly fighting a lung related illness. Larry began his career in the pool industry in 1954, when he accepted a job with Landon Pools as a service technician on a pool route. Later that year, Larry's brother Clayton, also took a pool service technician position with

Paddock Pools when he finished his service commitment with the Air Force. They soon realized they were using their own vehicles and tools so they decided to start a business of their own. Between the two brothers, they had developed a loyal clientele and also had many potential customers through their brother Clark, a swim instructor in "The Family Gelhaus Backyard Pool." In 1955 in Walnut Creek the brothers formed a partnership and started Catalina Pool Service.

In 1960, they dissolved the partnership – with Clayton keeping the service business and Larry opening the Larry Gelhaus Pool Supply of Lafayette, California. As a family business, the entire Gelhaus family worked at the company store, until its sale to his employees in 1977. However, his sons' legacy and future success stayed rooted in the industry Larry had brought them into with the pool supply store.

Larry was a standard in the pool industry and was proud to be one of the early pool industry pioneers and trainers, as were brothers Clayton and Clark Gelhaus. Larry's son Philip, helped set up FPSIE, a 501©3, non-profit pool trade school in Sacramento. This school is part of their legacy to teach others the skillsets required to enter the pool industry trade.

In lieu of flowers, the family requests that donations be made in Larry Gelhaus' name to either the American Lung Association and/or FPSIE, Inc. Donations in the name of Larry Gelhaus may be sent to: FPSIE, Inc., Attention: Carol Dittmer, 598 Display Way, Sacramento, CA 95838 – or call 916-922-8895 to submit a memorial donation using a credit card.

Coverage Corner

Members encouraged to avoid draining pools

By Ray Arouesty

Ray Arouesty is an attorney at law and president of Arrow Insurance Service, IPSSA's insurance provider since 1988. He can be reached at (800)833-3433 or ray@arrowinsuranceservice.com

During this rainy season, members should be aware of the increased likelihood of a pool or spa lifting out of the ground following water draining. A popped pool is a condition caused by the upward pressure of water (known as hydrostatic pressure) below the shell of a pool or spa. This pressure increases as the water table level rises during rain, and an empty pool shell therefore becomes more subject to lifting from the ground. There is often a fine balance between the upward force exerted by hydrostatic pressure and the downward force from the weight of the pool shell and the water. Draining a 40,000 gallon pool removes approximately 320,000 pounds of weight, and this

reduction is often enough to cause the pool to lift.

The damages following a popped pool are always costly and usually involve demolition of the old shell and construction of a new pool. We have seen some claims exceed \$75,000 as replacement of the pool shell often involves damage to existing landscape, walls and pool decking. The trend toward elaborate backyard mini-water parks makes the potential damages much higher in the future.

Pool service techs with requests to drain a pool this winter should educate their customers of the risk involved with pool draining. A pool drain release form is available at www.arrowinsuranceservice.com, but we still recommend not draining pools at this time of year.



IPSSA members eligible for 35% rebate on online education at www.ipssa.com

Through a partnership with the National Swimming Pool Foundation, IPSSA is pleased to offer online education through the IPSSA website. And, IPSSA members who complete classes through this online portal are eligible for 35% rebates!

There are dozens of courses available, in the following categories:

- Aquatic courses
- Electrical safety courses
- Occupational safety courses
- Environmental management courses
- Department of Transportation courses
- Healthcare courses

• Employment law courses
Plus three courses are available in Spanish.

It's easy to enroll. Visit www.ipssa.com and under the Resources tab click on Online Training Store to see all that is offered.

Once you have purchased your online training course, within one business day you will be emailed a link to the IPSSA training portal and an access code to activate your online class.

Prices for the classes range from \$19.95 to \$259, with most in the \$19.95 category. And, IPSSA members will be rebated 35% of their class fee upon completion.

Financial office thanks chapters with prompt payments

- Region 1** – Delta, East Contra Costa, Gold Country, West Placer
- Region 2** – Central Coast, Conejo, Visalia
- Region 3** – Diamond Bar, Foothill
- Region 4** – East Long Beach
- Region 5** – Anaheim, Huntington Beach, Mission Viejo, North Orange County, Orange Coast, Saddleback, Southwest, Surf City, Tustin/Irvine, Yorba Linda
- Region 6** – Hemet, Menifee

- Valley, Riverside, Temecula/Murietta
- Region 7** – Carlsbad, North County Coastal, Rancho Del Mar
- Region 8** – East Valley, Las Vegas, North Phoenix, Northwest Las Vegas, VIPS, West Valley
- Region 9** – Corpus Christi, Rio Grande Valley, Tarrant County
- Region 10** – Fremont, Monterey Coast, Redwood Empire
- Region 11** – Cape Coral, Manasota, Sarasota, Treasure Coast, Venice

WELCOME NEW MEMBERS!

REGION 1 – Sacramento City: David Maloney... **REGION 4 – South Bay:** Do Hyun Cho... **REGION 7 – North County Coastal:** Nicholas Nelson... **San Diego Metro:** Charles Rollo, Dennis S Vance... **REGION 8 – VIPS:** Mark Tenney... **West Valley:** David Nielsen... **REGION 9 – Austin:** Justin Stuard... **Fort Worth:** Jason Sanchez... **REGION 10 – Redwood Empire:** Miguel Guerra... **REGION 11 – Gold Coast:** Daniel Charland... **Manasota:** Andrew Brett Augenstein.

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TUCSON, AZ (520) 887-1100

FORT LAUDERDALE, FL (954) 771-1110
LONGWOOD, FL (407) 260-2323
SARASOTA, FL (941) 922-1919
DALLAS, TX (972) 243-6006
HOUSTON, TX (281) 894-7071
RICHLAND HILLS, TX (817) 284-1600

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National Swimming Pool Foundation® Board of Directors evolves to foster greater impact

The Board of Directors for non-profit National Swimming Pool Foundation® elected new officers, announced the retirement of one board member, and appointed three new board members. All changes took effect on November 1, 2012.

Mr. D. Scot Hunsaker, President, Counselman-Hunsaker & Associates, St. Louis, Missouri, was elected President of the Board. He succeeds Mr. John Puetz, Director of Technology at Advantis, a Lonza Company. Ms. Franceen Gonzales, Vice President, Risk Management, Great Wolf Resorts, Madison, Wisconsin serves as Secretary and Mr. G. Bruce Dunn, President of Mission Pools, Escondido, California serves as Treasurer. Mr. Don Witte retired, and the Foundation thanks him for his nine years of wisdom and dedication.

The Board, and CEO Thomas M. Lachocki, Ph.D., welcomed new members Mr. Rob Butcher, Ms. Diane Dahlmann, Mr. William Kent, and Judy LaKind, Ph.D. They join a board that governs the Foundation's activities as they continue to further the organization's mission. "The National Swimming Pool Foundation has a 47-year history of enhancing healthier living by increasing aquatic activity through education and research," said Mr. Hunsaker. "The new members' unique skills complement the existing board's talents to help NSPF continue to define and refine strategic goals and grow in our impact," he added.

"Our board brings together strong minds and caring hearts that set our future course and act as our conscience. It is an honor to serve under their direction," stated Dr. Lachocki.

Meet new board members

Rob Butcher is Executive Director of USMS, a swimming national governing body that caters to adults, aged 18 and over. USMS, with 58,000 members, is organized with 1,000+ facilities offering Masters programs at 52 Local Masters Swimming Committees (LMSCs). Butcher is also a competitive swimmer, is recognized for his community activism, and is well connected throughout the sports and swimming world. Since he joined USMS, he has positioned the organization to be a leading advocate in the continued growth of swimming.

Diane Dahlmann, M.S., is the Director of Recreation Services & Facilities, Director of Mizzou Wheelchair Sports, and available on call for the Parks, Recreation and Tourism Faculty at University of Missouri-Columbia. She brings 30 years of successful, creative, visionary experience in leading organizations to implement award-winning services, programs, education, facilities and events that serve communities and organizations.

William Kent has been Owner/President of Team Horner,

Ft. Lauderdale, Florida since 1972. Kent was welcomed back to the Board after a one-year departure. His extensive leadership experience in the recreational water industry will continue to help NSPF achieve its mission. Mr. Kent served as President of National Swimming Pool Foundation Board of Directors; he has also chaired the NSPF Grants Committee and held other leadership positions with the Foundation. Over the years he has served as President of the industry trade association, NSPI (now APSP), and held numerous positions at the Chapter, Regional and

Continued on page 7

Pentair offers incentive program for IPSSA

By Steve Zorn

Steve Zorn is California regional sales manager for Pentair.

All of us at Pentair Aquatic Systems appreciate the support of the IPSSA membership. We are pleased to offer IPSSA a rebate incentive based on the individual product purchases of each member.

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

colored lights.

In order for IPSSA to receive payment each member must register individually on the Pentair-IPSSA Incentive Program Registration Form (shown below and available on the members-only page of www.ipssa.com). This will allow Pentair to monitor and collect electronically from participating distributors purchase details, or direct from the member purchases for the rebate accumulation.

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

The Pentair Incentive Program dates reflect purchases made from March 1, 2011 through September 30, 2011 for Year One

and October 1, thru September 30, 2012 for Year Two.

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

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

Dick Nichols, IPSSA's Region 10 director, commented, "This partnership is a perfect match between the largest swimming pool service organization and the largest manufacturer of pool products. The funds generated will be used for IPSSA's continuing education and research programs."

IPSSA National Rebate Program



Please complete the information below to enroll in the IPSSA National Rebate. Missing information will delay enrollment and/or payment.

Dealer Information:

Dealer Name:	
Owners:	
Other Contacts & Titles:	
Email:	
Website:	
Business Phone Number(s):	
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
IPSSA Chapter Name	
City, State	
Chapter President	

Type of Pools: Brand:

<input type="checkbox"/> Inground	<input type="checkbox"/> Aboveground	<input type="checkbox"/> Pentair Pool Products	<input type="checkbox"/> Sta-rite
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Type of Business:

<input type="checkbox"/> Builder	<input type="checkbox"/> Retailer	<input type="checkbox"/> Service	<input type="checkbox"/> Refinisher	<input type="checkbox"/> Other _____
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Pool Materials Used:

What type of pool materials do you use:	<input type="checkbox"/> Commercial	<input type="checkbox"/> Gunite	<input type="checkbox"/> Fiberglass	<input type="checkbox"/> Vinyl Liner
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I purchase from the following Distributors:	<h3>Rebate Rules</h3> <ul style="list-style-type: none"> • 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. • If you have any questions regarding this rebate, please call the Marketing Team at 800-693-0171 or email to rewards@pentair.com • 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.
Name: _____	
Acct #: _____	
Name: _____	
Acct #: _____	
Name: _____	
Acct #: _____	
Name: _____	
Acct #: _____	

New Member Signature _____ Date _____

Back to Basics – Portable spa maintenance

By Tessa McHenry

Director, Brand & Communications,
Zodiac Pool Systems, Inc.

During the winter season, pool professionals focus more priority on spa maintenance and support. Customers may have closed their pool for the season, but it's the

perfect weather for spa use. For this reason, Zodiac presents these back to basics tips on efficiently maintaining a healthy portable spa. The top concern for a healthy spa is maintaining the water correctly, and that means covering several important factors: sanitization, chemical balance, filter

cleaning, and water changes.

Water sanitizer

The first step to healthy spa water is the sanitizer. Pool pros come across all different types of sanitizer, such as chlorine, bromine, biguanides and minerals. All of them kill viruses, algae and bacteria that can grow in spa water, they just each do it in a different way. A new trend with many consumers is to forego the use of traditional chemical sanitizers and opt for mineral options. Mineral sanitizers have certain advantages over traditional chemical sanitizers – they destroy harmful contaminants while also reducing eye redness, skin irritations and odors, making the spa more family- and environmentally-friendly. In fact, Zodiac's mineral sanitizer, Nature2®, makes it possible to have a completely chlorine- and bromine-free spa.

Chemical balance

In order for sanitizers to work properly, you need to keep the chemistry of the water well balanced. Three factors play a role in the chemistry balance of your spa: alkalinity, pH and Total Dissolved Solids. The parameters of these elements need to be in a specific range so that the sanitizers and oxidizers can work optimally. For best results, keep your water at 7.4 - 7.6

pH level, 80-120 ppm alkalinity and 200-400 ppm calcium.

Teach clients to test the water chemistry regularly, based on manufacturer recommendations, to make sure that the balance is within the ranges mentioned above. For example, Nature2 instructions require a quick water test prior to each use. Also take into consideration bather load. With an average bather load, weekly water maintenance is fine for most spas, but with heavy use, most manufacturers recommend maintenance every 3-4 days. On top of balancing chemicals, you should also shock the spa on a weekly basis. As needed, shock treat with 1.5 tablespoons of an EPA registered source of dichlor1 per 250 gallons (approx. 1000 liters) to remedy problems which may occur when bathing loads are high, when successive MPS2 test strip readings indicate high demand, when water appears hazy or dull, when unpleasant odors or eye irritation occur, after heavy wind and rainstorms or if foam develops.

Clean filter

Besides maintaining well-balanced chemistry in a spa, it is also important to clean the filter monthly. A dirty filter will not work properly and will collect contaminants

that strain the spa pump. A good tip for pros – when you change the filter, make sure to have a spare one to use while the old filter dries. This way your clients do not need to wait during cleanings to enjoy their spa.

Change water

Another important back-to-basic reminder is to perform these steps every three or four months depending on bather load: drain and refill the water, change out the cartridge, and repeat startup procedures. Regular water refill and startup maintenance is necessary to keep the water hygienic.

Cover the spa

Once all the above items are covered, the next step is to keep it that way, and the best way to do that is to keep the spa covered. A spa cover keeps the water warmer for longer, keeps the spa cleaner, reduces chemical and heating costs, and prevents evaporation. A cover is a great way to help clients get maximum ROI from their spa.

Many consumers mistakenly treat their spa the same way they treat their pool, but service professionals can save time and money and provide a better experience for their customers by performing the correct maintenance procedures. Following the easy steps above will guarantee a wonderful spa experience for your customers.

For more information on Zodiac's family of brands, including Nature2®, Polaris®, Jandy® Pro Series, and Cover-Pools®, call 1-800-822-7933 or visit www.zodiacpoolsystems.com or www.polarispool.com.

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Ask Sue

By Sue Robach

Sue Robach is national training manager for Pentair Aquatic Systems. If you have questions for Sue, send them to info@ipssa.com.



Q: I recently sold an IntelliFlo Variable Speed pump to a customer to replace her 1.5-hp single-speed pump. She has a pool with a spa and wants to save energy, and she wants to make sure the jets are powerful. How do I set the pump speed to make sure the jets are strong enough?

A: This is a very common question when replacing a single-speed pump with a variable speed pump. For so many years, our industry was trained to understand flow characteristics of a pump based on horsepower (hp) and gallons per minute (GPM). But an IntelliFlo Variable Speed pump's onboard control panel does not display hp or GPM. Instead, it displays motor speed in revolutions per minute (RPM), which means the old way of thinking about pump settings won't help you figure out IntelliFlo pump settings. Like anything new, however, it doesn't take much more than an open mind to figure this out. And there are a few tricks to easily determine what speed is needed for each particular task the pump must perform. In the case of this pool and spa, you need to make sure the pump can make the jets strong enough, and, when the jets are not on, run at the most efficient speed for circulation. This is how you capitalize on energy savings and reduce the cost of operation.

There are a couple of ways to do this. The first and easiest way is by visual or physical means. Turn the pump on, turn the valves to operate the spa, and watch or feel the action of the jets. Once you or the pool owner are satisfied with

the jet action, lock in that speed. The same is true for setting a circulation speed. Turn the system on in pool mode and visually inspect the weir door in the skimmer. You want the weir to move freely and to have about 1/4 inch of water flowing over it. Adjust the pump speed so the weir pulls down slightly. This pump speed will probably give you about 30 GPM. This amount of flow is normally enough to satisfy the pressure switch for chlorine generators and most heaters. (Be careful, though: 400,000 BTU heaters require more flow than the 30 GPM that is typically enough for proper skimmer action.) Keep in mind lower speeds over a longer duration of time will save the pool owner money.

Another method is by referring to the horsepower of the single-speed pump. If the 1.5-hp pump made the jets operate to the pool owner's satisfaction, then the Variable Speed pump can be set to a speed equivalent to a 1.5-hp pump. A chart is available from Pentair that displays horsepower and its equivalent speed. You can find this chart at the Pentair University website, or ask your local representative.

Lastly, if you know how many GPM each jet requires (typically between 10 and 15 GPM), multiply the GPM by the number of jets. This gives you the flow requirement for the spa jets.

Pentair has GPM-to-speed conversion chart that can be found at the Pentair University website or by asking your local representative.

Those are three simple ways to determine where to start in setting speeds for an IntelliFlo Variable Speed pump. Adding a Pentair automation system makes fine tuning possible.

With automation controls, you or the pool owner can set a speed for heat, too, meaning the pump will ramp to a higher speed when the system calls for heat.

There are many other ways to customize the settings on an IntelliFlo pump. Getting each setting just right maximizes performance and saves energy at the same time!

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Continued from page 5

National level. He has been recognized many times, including as Man of the Year in Florida, the Florida Hall of Fame, Presidential Honor Award by ISHOF, the US Department of Energy, and TEC Innovation Award.

Judy LaKind, Ph.D., President of LaKind Associates, LLC, is a health and environmental scientist with expertise in strategic risk management, assessment of human exposure and health risks, biomonitoring, scientific and technical analysis for regulatory and state-of-the-science reviews. She is also an Adjunct Associate Professor with the Department of Epidemiology and Public Health, University of Maryland School of Medicine and the Department of

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The new SCP in San Juan Capistrano gets a dose of water chemistry training

In preparation for the opening of the new PoolCorp's SCP store in San Juan Capistrano, CA, all team members received a dose of pool water chemistry training. Michael Felechner, PoolCorp's



Michael Felechner (far right) and team members show off their IPSSA Basic Training Manual, which was used as the text for their water chemistry class at the new SCP store in San Juan Capistrano.

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Area Manager in South Orange County used his new facility to host a water chemistry class presented by Steve Donohoe, a

National Swimming Pool Foundation® certified instructor, for himself and his entire team.

The IPSSA's Basic Training Manual, Part 1 – Chemicals was used as the text, and the entire book was covered. The necessity of knowing the amount of water in the pool was stressed while exercises in calculating the water volume were performed by everyone in the class. Just a few of the other topics presented were disinfection, oxidation, and water balance. The use of cyanuric acid was discussed with the importance of controlling its build up and monitoring the chlorine/CYA ratio. The various chlorine compounds were compared and the pros and cons of each were discussed. The methods, types, and tools to test pool water were presented and thoroughly discussed, along with the methods of proper chemical dosing.

"I have attended many water chemistry classes over the years. It is always a good refresher, and I always pick up something new," says Felechner. "I think the guys really got something out of it. They will certainly now be more confident talking to the customers to help solve problems and this will help them decide on the right product to sell to fix those problems. And I hope it piques their interest to ask questions, do a bit of research and find the answers," he said. "It was good information and a great class!"

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

Chapter training with Pentair



By Dave Boyd

Dave Boyd is the President of the Tarrant County chapter

On Thursday, January 17th, the Tarrant County chapter of IPSSA was invited to the Pentair Aquatic Systems training center in Euless Texas. We had a morning session for chapter members and a repeat session in the afternoon for those who could not be there earlier. Attending from our chapter were Will Ainsworth, Rex Godbee, Steve McClaran, Kevin Donovan, and Dave Boyd (pictured). The afternoon session included Rodney Meyer, John

Bush, and Chris Byars (not pictured). The trainer for both sessions was Tom Hunter of Pentair Aquatic Systems. We had a 75 percent chapter turnout for both sessions combined. What was really gratifying is that Tom has walked in the "pool guy's" shoes for more than two decades before joining Pentair. His training style is well suited to service professional in the pool industry. With that in mind Tom took us through Pentair's automation controllers, including their Easy Touch, One Touch, and Sun Touch models. All three are designed to solve a cus-

tomers need to have operating control over their swimming pool features.

Next Tom took us through Pentair's variable speed pump. The focus on the training was how to establish, mathematically, the pool water turnover rate of any given size pool, establish flow rates (rpm) and then convert that solid data in order to prove out the energy savings over time. That is the critical piece of information one must have when proving the value of a variable speed pump, and it's higher initial cost, when discussing exceptional value with

our customer.

All who participated from the IPSSA Tarrant County chapter came away from the training with very useful information that can be translated into greater sales and better margins for our businesses in 2013. Tom says it is Pentair's goal to provide this training to

groups of six or less (small training area) for any IPSSA chapter in Fort Worth, TX and surrounding areas. Pentair will also offer this training to any swimming pool service company who have a minimum of four to six employees who will benefit from it. You can reach Tom at 817-368-8880 to get more information or schedule a training session.

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Zodiac Pool Systems, Inc. restructures rebate programs for consumers to support dealers

“Get Rewarded” tiered rebate program offers rebates based on sales price

Zodiac Pool Systems, Inc. has launched its new “Get Rewarded” rebate program for consumers who purchase Polaris® and

Zodiac® branded automatic pool cleaners. This program, the largest consumer rebate program in the industry for automatic pool clean-

ers, will provide a strong incentive for pool owners to purchase the best selling cleaners throughout the 2013 peak pool season and

will drive sales for dealers while protecting margins and enhancing brand credibility.

Under a tiered rebate schedule consumers will have the opportunity to earn a larger rebate based on higher net prices paid for cleaners within any of the following categories: suction, pressure or robotic, under both brand names. Zodiac’s tiered program will provide a compelling enticement to support sales for all dealers across the industry while maintaining the value of Zodiac brands. Local pool companies that invest in providing service and education can leverage the tiered rebates in their stores to be more competitive in their local markets.

Qualifying cleaner models for the full in-season rebate include:

Suction cleaners

- Zodiac T5 Duo®
- Zodiac MX8™

Pressure cleaners

- Polaris 360
- Polaris 360 Black Max™
- Polaris 380
- Polaris 3900 Sport

Robotic cleaners

- Polaris 9300 Sport / P93
- Polaris 9300xi Sport
- Polaris 9400 Sport / P94

The tiered schedules will go into effect starting in late January at an off-season rebate level for select cleaners (Zodiac T5 Duo and MX8, Polaris 3900 Sport) through March 31, 2013. The full rebate program supporting in-season rebates will take effect from April 1 through Sept. 2, 2013, including the Labor Day holiday. Current rebate amounts are available on the company’s website. All rebates, paid as a

VISA® Rewards card, must be requested via mail-in form with the original UPC code as proof of purchase within 30 days of product purchase.

According to Michelle Kenyon, vice president of marketing at Zodiac, the company is again taking a leadership position to support its retailers. “Zodiac invests millions of dollars each year in marketing and consumer rebates to drive a call-to-action and provide our dealers with promotional leverage throughout the year. Here again, we are leading the pool industry in being the first manufacturer to offer a tiered rebate structure that provides value for all consumers and equity for all dealers. We have received overwhelmingly positive feedback and support from the industry for this enhancement to an already very successful program.”

Zodiac delivers best-in-class, national marketing, customer service, and media campaigns to drive sales. In 2013, Zodiac is revitalizing its Polaris Days and Zodiac Days promotional events that combine manufacturers’ rebates with local level store expertise and promotions. The rebate program will support unique promo codes to enhance Polaris Days, Zodiac Days, and other special events during the year. These events will be added to other programs including print and online advertising, direct mailers, PR, social media, and in-store merchandising. Zodiac has previously expanded its customer support to provide live chat and regional teams that meet the needs of both dealers and consumers.



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Time	CLASSROOM 101A	CLASSROOM 101B	CLASSROOM 102A	CLASSROOM 102C	CLASSROOM 103A	CLASSROOM 103C	CLASSROOM 104A	CLASSROOM 104B	CLASSROOM 104C
1 PM TO 2:45 PM	Millionaire Pool Man: Building wealth for Retirement, Charles Baird, Nat'l. Pool Route Sales	Easy Water Chemistry Gloria Wilson HASA	Troubleshooting Tile and Coping Brad Rose, Precision Tile and Coping	Raypak Heater Repair <i>Clases en Español</i> Juan Barbosa	Vanishing Edges and other Raised Walls: Waterproofing and More, Ron Lacher	Wave of the Future, Ozone and Advanced Oxidation, Cherie Brook, Prozone Water Products	T/S Max-e-Therm Master Temp Heaters, Pentair	Virginia Graeme Baker Act / Make Your Pools Safe: Steve Barnes, Pentair, APSP Technical Committee	Salt Chlorine What You Need to Know, Bob Seward and Dan Smith, Hayward
3 P.M. TO 3:45 P.M.	Proactive New Pool Start-Up Technology Marvin Rezac, Easy Care	PVC Plumbing Dos and Don'ts Jim Branch, JPS Weld-On	How to Install Water Features That Work Ron Hetzner, Oreq	Algaecide/Sequesterants Overview <i>Clases en Español</i> E. Serrano, Easy Care	Proper Care of Fiberglass surfaces Richard Dietz, Aqua Creations	How to Repair and Replace Pool Lights, Robert Foutz Jr., Purity Pool	Work for You and be legal, Jeff Farlow & Steve Barnes, Pentair	Make Title 20/24 Work for You and be legal, Jeff Farlow & Steve Barnes, Pentair	Commercial Chemical Automation - CAT Controls and Commercial Salt, Jason Ainsworth and Dan Smith
4 P.M. TO 5:45 P.M.	Everything About Gunite and Shotcrete, Ron Lacher, Pool Engineering Inc.	Good Mastic Installation Jim Dill Deck-O-Seal	Discoloration: Rescue & Prevention,, United Chemical	Jandy Controllers T/S and Repair <i>Clases en Español</i> Arturo Torres	Basic Electricity Dave Durkin	How a Pool Works Robert Foutz Jr Purity Pool	EasyTouch Controllers, Mike Childress, Pentair	Sanitizing and Chloramine Removal in Swimming Pools with UV Technology, Jeff Boynton, Kent Fisher Delta Ultraviolet Corp.	Hayward Controls - Options, Installation, Programming and Remote, Dan Smith and Bob Seward, Hayward
FRIDAY, FEB. 22, 2013 / EXHIBIT HOURS 2-6 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / New Class									
Time	CLASSROOM 101A	CLASSROOM 101B	CLASSROOM 102A	CLASSROOM 102C	CLASSROOM 103A	CLASSROOM 103C	CLASSROOM 104A	CLASSROOM 104B	CLASSROOM 104C
8 A.M. TO 9:45 A.M.	Acid Wash Proper Techniques Fowler/McArthur	Pool Surface Forensics 101 Greg Garrett	Upcoming Legislation, Town hall Forum on Issues You Care About, John Norwood, SPEC	Hydraulics <i>Clases en Español</i> Pentair	Hazardous Material Transport and Your Route Truck Ron Hetzner, Oreq	Advance Water Chemistry OnBalance	84 Commercial Heater Raypak	Web Controlled Devices and Suction Mechanical Cleaners, Devon Enders, Jandy/Zodiac	Hydraulic Basics - Important Basic Hydraulic Facts for Pools and Spas, Bob Seward and Jay Acocks
10 A.M. TO 10:45 A.M.	Proper Service of Pool/Spa Filters Fowler/McArthur	Recommended Pool Start-up Procedures National Plasterer's Council	Commercial Pool Code Changes Title 22/24, Steve Dunn, Commercial Pool Systems	Phosphates: Facts and Myths <i>Clases en Español</i> E. Serrano, Easy Care	Crack Repair by Epoxy Injection, Neil O Anderson & Associates, Inc.	Certified Aquatic Energy Auditor - Introductory Seminar, Michael Orr	Utility Problems that Drive Sales (beyond the rebates), Jeff Farlow, Pentair	How to Find a Pool Leak, Bill Campbell, Orange Co. Leak Services	Variable Speed Pumps-EcoStar Installation Basics & Programming, Jay Acocks and Dan Smith, Hayward
11 A.M. TO 12:45 P.M.	Chemistry 201, Intermediate Chemistry, Wayne Ivusich, Taylor Technologies	Let's talk Business 'n Tax Planning Gary Garbowitz RGB Accounting	RWIs: Waterborn Illness in Swimming Pools, Steve Dunn, Commercial Pool Systems	Cleaners - <i>Clases en Español</i> Troubleshooting and Installation Tips	How to Run a Successful Business in Any Economy, Marti Fowler	Identify and Remove Plaster Stains, Barry Driks, Jacks Magic	Service Tech's Hydraulics For Single, Two and Multi-Speed Pumps, Sue Robach Pentair	Chlorination Generation Systems, Devon Enders, Jandy/Zodiac	Hayward Heaters - Installation and Troubleshooting, Dan Smith and Jay Acocks
1 P.M. TO 2:45 P.M.	How a Motor Works Basic Motor Repair Dennis Bush, Regal Beloit	Myths of Metal Staining, Dennis Chapman, Dr. Joseph Laurino, CuLator Periodic Products	Differential Hold Down Forces - Entrapment Prevention, Ron Schroader, New Water Solutions, NSI/Tork	Variable Speed Pump - Installation and Programming, Fernando Avila	Salt Systems and How They Function, Jared Schwab	Starting Your Business on the Right Foot - the Value of Your Accounting System, Cindy Hovig	Low NOx Heaters-Components and Troubleshooting, Mike Lucas, Jandy/Zodiac	Hayward Navigator Pro and Pool Vac XL-Tear Down, Reassembly and Correct Installation, Kelly Kohler and Bob Seward	
SATURDAY, FEB. 23, 2013 / EXHIBIT HOURS 1-6 P.M. / OPEN TO THE TRADE ONLY / REGISTRATION REQUIRED / New Class									
Time	CLASSROOM 101A	CLASSROOM 101B	CLASSROOM 102A	CLASSROOM 102C	CLASSROOM 103A	CLASSROOM 103C	CLASSROOM 104A	CLASSROOM 104B	CLASSROOM 104C
8 A.M. TO 9:45 A.M.	Building and Operating a Profitable Service Business, David Dickman, Service Industry News	Chemistry 101 Basic Water Chemistry, Terry Arko, SeaKlear	Upcoming Legislation Anti-Sales Tax, John Norwood, SPEC	Heaters - Troubleshooting and Installation Tips, Fernando Avila	Algae Free Pools Enzymes and Phosphatate Removal, Chris Marciano	Take Some Time Back from your Accounting System, Cindy Hovig	The Shocking Truth of Electricity and How to	Var Speed Pumps Operation and Connection to Controls, Devon Enders, Jandy/Zodiac	Advanced Electrical & NEC Code Changes, E.P Hamilton III, PhD PE Hamilton & Assoc.
10 A.M. TO 11:45 A.M.	Hot Water Chemistry, Wayne Ivusich, Taylor Technologies	Understanding Variable Speed Pumps Ben Honadel	Litigation 101 Avoiding Claims and Court Ray Arouesty	Jandy Controllers T/S and Repair <i>Clases en Español</i> Arturo Torres	Poolvergneruegen Troubleshoot and Maintenance, Mark Pieri	Ozone + Germicidal UV Advanced Oxidation Process (AOP), Del Ozone, Beth Hamil	Troubleshoot It, Mike Childress, Pentair	Jandy Control Systems Operation & Troubleshooting, Devon Enders	Business Management, Doug Latta, Aqua Clear Pools
NOON TO 1:45 P.M.	The Real Scoop on Spot Etching and Calcium Nodules On Balance	Variable Speed Pumps: Advanced Programming and Sales Strategies, Ben Honadel, Pools by Ben	Proper Pool Maintenance with Ionization, Tito Ignacio, Wailani Pure	Max-e-Therm, Max-e-Temp Heater repair En ESPAÑOL Pentair	Digital Dos and Don'ts of Electronic Raypak Heaters Leon Hall	Poly Socket Fusion (Gas Lines) John Freeman Barry Peterson, PEP	Performing Energy Efficiency Reviews, Jeff Farlow, Pentair	Certified Stain Specialist, Barry Driks, Jack's Magic	Troubleshooting Solar Pool Heating System's, Roy Heine and Phil DelNegro, Suntrek Industries

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The Model Aquatic Health Code (MAHC) The Layout



By Steve Donohoe

Steve Donohoe is a member of the IPSSA Orange County Pool Professionals chapter and an

authorized NSPF instructor.

In previous articles about the MAHC, I gave a brief introduction explaining what it is and why we

need it. I then wrote about the huge effort that it takes and the developmental process being used to put it together and complete it.

Let me now describe a little bit about the layout of the document itself.

The currently proposed outline of the MAHC is made up of 9 major sections:

- 1.0 Preface
- 2.0 User Guide
- 3.0 Definitions
- 4.0 Design Standards and Construction
- 5.0 Operation and Maintenance
- 6.0 Policies and Management
- 7.0 Index
- 8.0 Annexes
- 9.0 Summary of Changes

As you can see from the top level outline, the core of the MAHC covers three major areas: section 4.0: Design Standards and Construction, 5.0: Operation and Maintenance and section 6.0: Policies and Management.

Once inside the document, you will find the text formatted into 4 columns:

1) the left most column: "Key Word," will indicate the topic or "Key Word" that is being discussed. Items deemed most critical to protecting public health are indicated in red font with an asterisk. The key word will be indexed for easy navigation through the document.

2) "Section" is the numbering/outline scheme of the MAHC.

3) "Code" is the actual code language. And the fourth column is the "Grade". The letter grade is based on the perceived reliability and accuracy of the material. The grading system is divided into three levels:

- Grade A: Practice supported by science/research/data

- Grade B: Widely accepted practice not supported by science/research/data

- Grade C: No widely accepted practice. Proposed language not yet supported by science/research/data.

For a look at the whole outline ("Strawman") of the MAHC, go to: www.cdc.gov/healthywater/pdf/swimming/pools/mahc/structure-content/mahc-strawman.pdf

Or scan the QR code with your smart phone.

The outline of the document may change during the code development; consequently, the final outline used in the initial release of the MAHC may be a little different.

The boxed window image shows an excerpt of the MAHC code and its layout. It is taken from section 6.0: Policies and Management ... 6.5.3.2 and 6.5.3.2.1. This section of the code describes what to do in response to a diarrhea fecal release in a pool without cyanuric acid, and what to do when the pool water contains cyanuric acid.

Stay tuned for what the MAHC means to the pool service professional and for an opportunity to participate in the changes/evolution of the code.

As Bob would say, "See ya!" Until then, remember: "Education is a Journey, not a Destination." Let's take the journey together.



A Sample of the MAHC Code

Section 6.0: Policies and Management (fecal-vomit-blood Contamination Response Module)

- 6.
- 6.5: Fecal/Blood/Vomit Contamination Response
- 6.5.
- 6.5.3 Pool Water Contamination Disinfection (partial)

Key Word	Section	The Code	Grade
Diarrheal-stool	6.5.3.2	Diarrheal-stool contaminated water shall have the free chlorine residual checked and the free chlorine residual raised to 20.0 mg/L and maintained for at least 12.75 hours or an equivalent CT value as shown in the Annex.	A
Pools containing chlorine stabilizers	6.5.3.2.1	In pool water that contains chlorine stabilizer such as cyanuric acid, the pH shall be lowered to 6.5 and the free chlorine residual shall be raised to 40 mg/L and maintained for at least 30 hours or an equivalent CT value as shown in the Annex.	B

The Grade:

- A = Supported by Science/Research/Data
- B = Widely accepted practice not supported by Science/Research /data
- C = No widely accepted practice. Proposed language not yet supported by Science/Research/data



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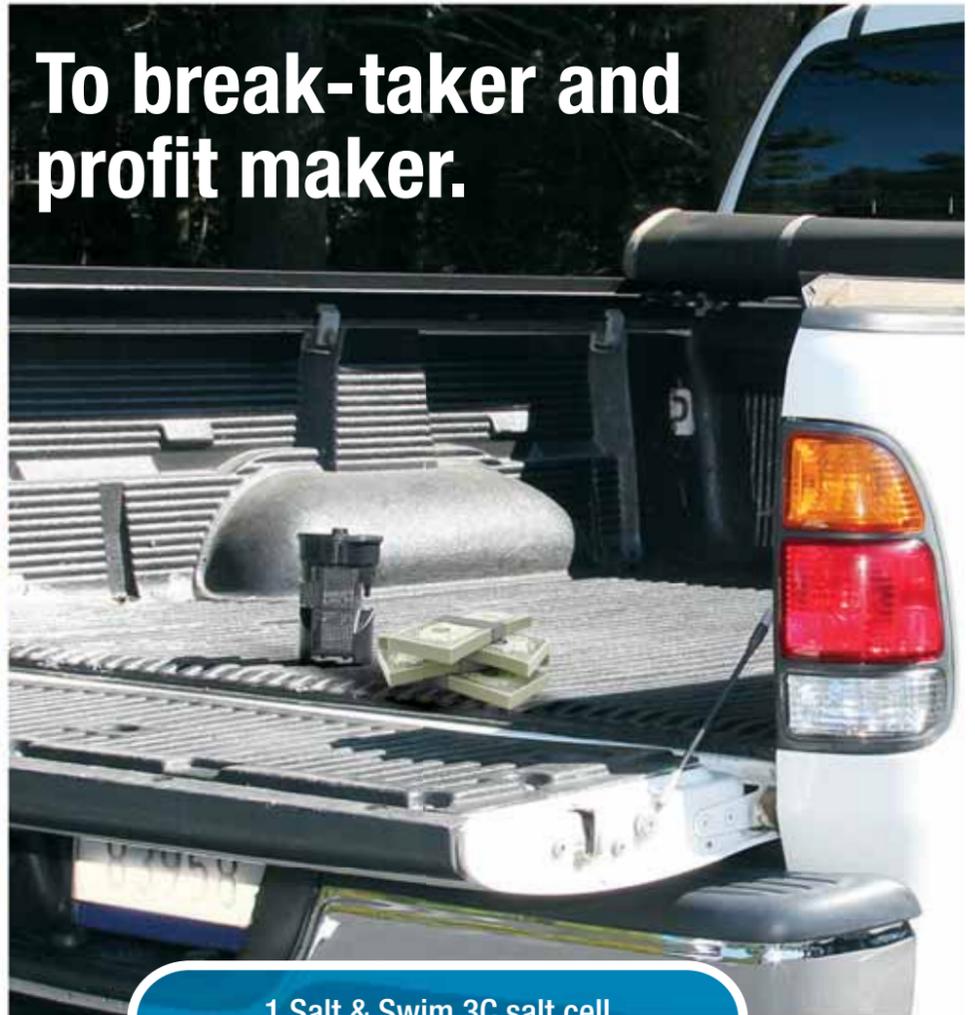


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NDPA Annual Symposium



If you are in the pool or spa industry you owe it to yourself to attend the NDPA Annual Symposium March 13th – 15th at the Bahia Mar Hotel and with demon-

strations adjacent to the hotel at the International Swimming Hall of Fame in Fort Lauderdale, Florida. With an opening speech by Congresswoman Debbie Wasser-

man Schultz, and workshops including an educational speech by author and US Coast Guard rescue swimmer Mario Vittone, one of the services leading experts on immersion hypothermia, water safety, drowning, sea survival, and safety at sea, the NDPA Symposium will give you new insights into the world of aquatic safety.

The NDPA's Annual Symposium is the leading national conference devoted to drowning prevention. This educational event is designed to offer attendees the most current information in

research, products, educational programming, outreach strategies, policy & code, international relations, and other topics related to drowning prevention. With workshops and LIVE demonstrations poolside at the International Swimming Hall of Fame and on the beach, this is the event of the year!

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To view the brochure: <http://ndpa.org/home/wp-content/uploads/2012/09/NDPA-2013-Symposium-Brochure-emailversion.pdf>

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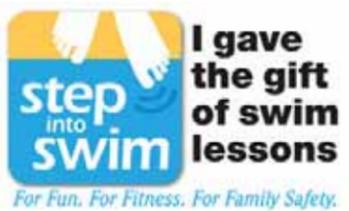
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Policy on IPSSA mailing list

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



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Keys for your pool and spa customers

By Dave Durkin

Dave Durkin is the director of Region 1

Several IPSSA members have asked me what exactly is the Key Insurance that is on the Arrow Insurance Policy. It basically states that if you lost all your customers key, and need to have new keys made or retool locks for gates

and doors, this is covered. This policy is particularly helpful if you have a large amount of customers or many apartment complex/condo pools. Well, it turns out that there may be one more thing to think about regarding customers keys.

I have a small pool/spa, as I mainly do spa and pool repair so

as it turns out I only have one key per customer. When I came out into my driveway the other day, I knew something was missing but couldn't put my finger on it. Well, turns out someone stole my Nissan pickup right out of my drive...with my customers keys in it. This was not a big loss but I had to inform my customer that I needed to get

him a new key and gate lock.

Luckily I only had his first name on the key but if I had had more information, it could have turned out to be a real problem for both me and my customer.

Word to the wise, don't leave

you customers keys in your truck as it may be taken along with your truck. At that point the criminal could have access to your customers keys, and you will have to take time out to get all the keys replaced for your customers.

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 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!

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.

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International Pool | Spa | Patio Expo recognized by Trade Show Executive Magazine as fastest 50 honoree

An elite group of shows vaulted over some 4,000 other trade shows in the U.S. by growing at least seven times the average growth rate of 2012 and the International Pool | Spa | Patio Expo [PSP] made the list. The 50 top performers in each of three metrics – net square feet, number of exhibiting companies and attendance – (totaling 96 individual events) will be honored for their elite status at the Trade Show Executive (TSE) Fastest 50 Awards & Summit, May 8-10, 2013 at the Swissôtel Chicago.

“With so many shows and statistics, the Fastest 50 Class of 2012 shows serves as a scorecard that lets the industry know which shows are on the fast track with more exhibitors chasing bigger crowds of buyers”, TSE stated.

Many of the Fastest 50 shows

will be honored in more than one category. PSP was amongst the 41 events out of 96 that were recognized in two out of three metrics, scoring in both Fastest 50 Shows by Net Square Feet of Exhibit Space, as well as, Fastest 50 Shows by Number of Exhibiting Companies. PSP was also mentioned, according to TSE, as a well-known brand that is large enough to be a fixture on the TSE Gold 100 roster of largest U.S. trade shows.

The criteria for nominations were straight forward and simple. Events were judged on the percentage of growth in the individual metrics. Annual shows were included as well as semi-annuals, biennials, one triennial and one quadrennial show. TSE required statistics to be verified by a senior level executive of the show

Management Company or association. Nominations came from not only show organizers but service contractors, registration firms and venue managers who noticed the bigger crowds and larger floor plans.

TSE noted that, “No matter their overall size and target audience, the Fastest 50 shows have proven they have the combination of marketing strategies, operational expertise and sweat equity to become a household name in the sectors they serve and among their peers in the exhibition industry.”

“We are honored to be selected

from more than 4,000 trade shows held in the United States during 2012,” said Lindsay Roberts, Group Director. “It is truly a thrill to receive such prestigious recognition, which we share with our exhibiting manufacturers, professional attendees, APSP, Pool & Spa News and Genesis 3, all of which make the show a success.”

Excitement is building as the 2013 Int'l Pool | Spa | Patio Expo returns to Las Vegas, NV, USA being held November 12-14, 2013, at the Mandalay Bay Convention Center. The PSP educational conference will be held

from November 9-14.

For information about the Int'l Pool | Spa | Patio Expo, visit www.PoolSpaPatio.com or call 972.536.6350 or 888.869.8522. Additional information about the show can be found on Facebook at www.facebook.com/PoolSpaPatio, LinkedIn at www.linkedin.com/groups?gid=1963264, Twitter at www.twitter.com/PoolSpaPatio, Pinterest at www.pinterest.com/PoolSpaPatio and YouTube at www.youtube.com/PoolSpaPatioExpo. Twitter users can follow the show using #PoolSpaPatio or @PoolSpaPatio.

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 ww.ipssa.com.

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

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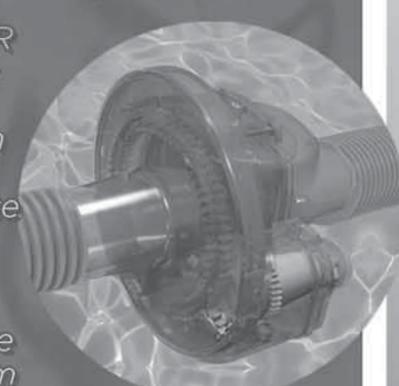
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New app calculates pool pad energy savings

Hayward unveils first-of-its-kind online tool to determine energy savings for pool products

Hayward Pool Products has unveiled a first-of-its-kind software app that will allow pool professionals and owners to calculate the energy usage and potential savings of their swimming pool products.

The easy-to-use Energy Solutions Calculator app computes the estimated savings by switching to Hayward Energy Solutions products, including the EcoStar® family of variable-speed pool pumps. Additionally, the app will demonstrate how much more can be

saved by transitioning other Hayward energy-efficient solutions such as: cleaners, heat pumps or heaters, automation, LED lighting or filters.

According to Mike Massa, Vice President of North American Sales, the app is intended to help pool owners save money and lower their carbon footprint. "Clearly, we want to demonstrate the potential savings pool owners can realize by switching to one or more of Hayward's entire suite of Energy Solutions products. Ultimately, we are hoping to raise pool owner's and operator's awareness of what is possible in terms of both energy and cost savings. The Energy Solutions Calculator mobile app is a very effective tool for dealers in their stores and tradesmen in backyards. They can show pool owners what they can expect to save with our Energy Solutions."

The app is now available for free download at the U.S. Apple Store for the iPad, as well as at <http://www.hayward.com>.

To use the Energy Solutions Calculator, pool pros and owners start by simply choosing their state of residence. The app then estimates parameters that the user can adjust to their specific situation. These options include: horsepower of current pump; average daily run time of pool; rate currently paid for electricity (in dollars per kilowatt-hours); size of pool in gallon; and approximate length of pool season.

Using this information, the app will demonstrate how much can be saved in energy costs by switching to Hayward's EcoStar variable-speed pump and other Energy Solutions. Users can even test a simulation of the pumps actual control panel, allowing them to adjust the pump to different speeds by simply sliding the app buttons to view actual savings when operating the pump at different speeds. This further helps users appreciate the tremendous energy savings potential when running pumps at lower speeds.

Hayward's Energy Solutions are designed to be a cost-savings solution for pool owners to replace their pool pad's older equipment. Hayward Pool Products strives to develop products that are not only environmentally friendly but also benefit pool owners in terms of ease-of-operation and efficiency, while providing energy savings.

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 (See additional notes.)

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performance of the most common medium-head pumps, resulting in a faster payback as compared to larger and more expensive variable speed models.

Super Pump VS is an ideal upgrade for those looking to reduce energy use and save money.

Product Description

- Up to 80% energy savings vs.

ordinary single speed pumps

- Right-sized for medium-head pump applications for a faster payback as compared to larger and more expensive variable speed models

- Permanent magnet motor for improved energy efficiency

- Totally enclosed fan cooled (TEFC) motor for improved reliability

bility

- Programmable digital interface to customize speed, duration, and prime settings

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Is your website mobile ready? *Here's how to find out...*

By Brett Lloyd Abbott

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

Late-night pizza-eating "twen-

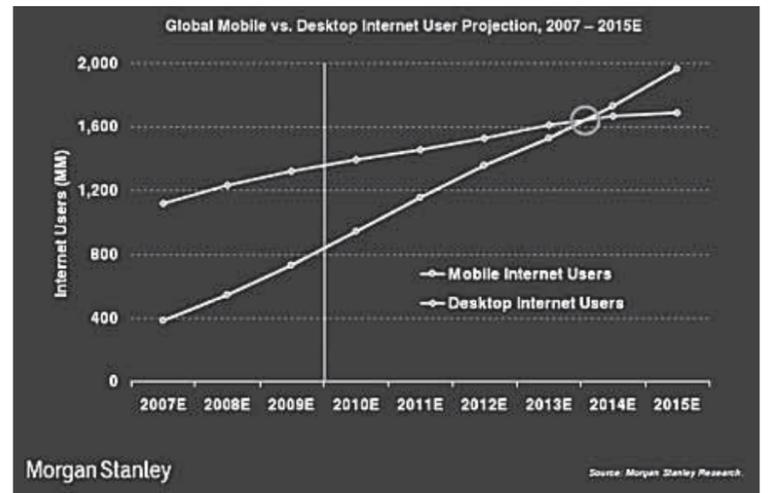
tysomethings" (and other assorted stereo-typical techno-geeks) have been indirectly determining what you and I must do with our websites for years. It hardly seems fair, since they're not exactly our "ideal target client." Nonetheless, the latest website programming technologies and languages that geeks played with yesterday and the day before is what the rest of us will need to start using today and tomorrow.

They're the ones who first came up with hypertext markup language a.k.a. HTML, and then sold us on the Siren's beauty of the now ill-fated and ridiculously expensive FLASH technology. They invented WordPress and Joomla! and Drupal, so that regular people like you and me could try our hand at website programming. Then they created HTML 5, so that we could all have the sexy style of flash without all the negatives that came with it.

Then a few years ago, the invention of smart phones caused them to come up with mobile friendly technology, which wasn't exactly the answer, but it was a step in the right direction. Which leads us to my marketing insight for you today.

Experts are predicting that sometime in the next 12 months, Mobile Search will surpass Desktop Search forever.

WHY DOES THIS MATTER? Because if more than half of all the people in the world are soon going to be searching on mobile



devices, then we need to make sure your website is ready for them.

And once again, we've been saved by the techno-geeks. Rather than just mobile friendly which meant you could more or less see it on a mobile device the geeks have created an entirely new mobile ready technology. Often referred to as Responsive Web Design, it basically means what-

ever you could experience on your desktop, you can now experience the same thing on a mobile device.

Here's an example of what I'm talking about:

Whether the website visitor is on a desktop, a mobile phone, or a tablet (iPad, etc.), the website should look and function the same.

Here's how to determine if *Continued on page 21*

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MEMBERSHIP APPLICATION

Organization _____

Street Address _____

Phone _____

Contact Name _____

City, State Zip _____

E-mail _____

Recommended Annual Membership Dues

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

Please check appropriate category:

<input type="checkbox"/> BUILDER <i>Gross Sales</i> Less than \$1,000,000 \$250 \$1,000,001 - \$5,000,000 \$500 \$5,000,000 - \$10,000,000 \$750 Over \$10,000,000 \$1,000	<input type="checkbox"/> MANUFACTURER <i>Gross Sales</i> Less than \$1,000,000 \$250 \$1,000,001 - \$5,000,000 \$500 \$5,000,000 - \$10,000,000 \$750 Over \$10,000,000 \$1,000	<input type="checkbox"/> DISTRIBUTOR <i>Gross Sales</i> Up to \$5,000,000 \$1,000 \$5,000,001 - \$10,000,000 \$2,500 Over \$10,000,000 \$5,000
<input type="checkbox"/> RETAIL/SERVICE <i>Gross Sales</i> Less than \$150,000 \$150 \$150,001 - \$250,000 \$250 \$250,001 - \$500,000 \$500 \$500,001 - \$1,000,000 \$750	<input type="checkbox"/> SUBCONTRACTOR <i>Gross Sales</i> Less than \$1,000,000 \$250 \$1,000,001 - \$5,000,000 \$500 Over \$5,000,000 \$750	<input type="checkbox"/> ALLIED INDUSTRY MEMBER \$150 <input type="checkbox"/> OTHER INDUSTRY MEMBER \$250

Check Enclosed: \$ _____

Please Charge My Credit Card: \$ _____

Full Amount Two Payments Monthly Payments*

Credit Card Number: _____ Expiration Date: _____

Cardholder Name: _____ Authorization Signature: _____

Billing Address: _____, City: _____ State: _____ Zip: _____

*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!

California Spa & Pool Industry Education Council
 915 L Street, Suite 1110, Sacramento, CA 95814
 Phone (916) 447-4113 • Fax (916) 444-7835
 www.calspec.org • e-mail: spec@calspec.org

California Capitol Report

Continued from page 1

requirements.

Second, B&P Code Section 7027.3 relates to Administrative Remedies. Currently B&P Code Section 119 enumerates the misdemeanors licensees can be charged with. The problem according to the CSLB is that district attorneys because of their workload may not pursue these criminal charges. Because these individuals may avoid prosecution, there will be no specific record of their violations. Currently CSLB has no way to cite these individuals. This would change if B&P Section 7027.3 is amended. The amendment CSLB is seeking would add new language authorizing CSLB to pursue administrative action for violations of Section 119. CSLB would be allowed to issue citations whether or not the district attorney pursues charges against the alleged violators. This in effect would enable CSLB to establish a relevant record against licensees and non-licensees.

The SPEC legislative committee will review each of these proposals and make a decision to support or oppose these bills or request an amendment. Both of these proposals emanate from the CSLB's desire to have additional enforcement tools to respond to complaints from consumers and contractors who report bad actors to the licensing board. SPEC has generally been supportive of strengthening CSLB's enforcement hand. Without a strong licensing board it is likely that the construction industry would be faced with a legislative response to consumer complaints that would be overly broad and/or result in other problems.

ONLINE TRAINING

Go to ipssa.com under 'Resources' to find online training courses.

Hayward® Max-Flo VS™ Variable Speed Pump

Hayward announces the new Max-Flo VS variable speed pump featuring an integrated variable-speed drive and totally enclosed, permanent magnet

motor that can save up to 80% in energy costs over single-speed pump alternatives.

At 1.5 total horsepower, Max-Flo VS is sized to match the

performance of the most common medium-head pumps, resulting in a faster payback as compared to larger and more expensive variable speed models.

Max-Flo VS is an ideal upgrade for those looking to reduce energy use and save money.

Product Description

- Up to 80% energy savings vs.

ordinary single speed pumps

- Right-sized for medium-head pump applications for a faster payback as compared to larger and more expensive variable speed models

- Permanent magnet motor for improved energy efficiency

- Totally enclosed fan cooled (TEFC) motor for improved reliability

- Programmable digital interface to customize speed, duration, and prime settings

- Compliant to energy efficiency requirements such as Title 20 and APSP-15

- Same suction port alignment as the entire Max-Flo family and Pentair® SuperFlo®

Availability: late February 2013



Is your website mobile ready?

Continued from page 20

your website is mobile ready... Look at your website on a smart phone. (Borrow one if you have to.) Is the menu easy to find? Are the photos and videos properly centered? Is everything easy to read? If so, then congratulations, it looks like you are mobile ready.

If your website is not mobile

ready, then you should be making plans to get that taken care of in the months ahead. You should be making plans to convert/upgrade your website to mobile ready very soon, no matter who you hire to do the work. Otherwise, 50% of your website visitors may start going to your competitor! And we don't want that.



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Directions for a 10,000 Gallon Pool

1. Raise the water line above the scale line when possible.
2. Pour 1 quart Protect-All Supreme or Salt Protect around the perimeter of 10,000 gallon pool. Circulate for 24 to 48 hours. Keep the water up during this time or as long as possible. (This treatment makes step # 3 much easier).
3. After the water is lowered, apply 300 Tile Cleaner to any remaining scale, cleaning small sections at a time(following the label directions).*
4. ONLY 12 oz per 20,000 gallons of Salt Protect or Protect-All Supreme will help keep the pool scale free!
5. The finishing touch: TPS Protectant and Restorative. This product will bring color and shine to the tile giving it the "new tile" look.

Add one quart of **Aquadex 50 Stain-Off** during the **Protect-All** treatment to complete the **BIO-DEX** Stain & Scale Removal System.

It has been proven that **Protect-All Supreme** and **Aquadex 50 Stain-Off** do an excellent job at removing some of the most difficult stain and scale problems.

*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.

www.bio-dex.com | 1-800-617-3477



PRESS RELEASE

Contact: Lisa Grepps
 Director, Marketing & Communications
 (703) 838-0083 ext. 179
 lgrepps@apsp.org

For Immediate Release
 January 2, 2013

**APSP URGES OWNERS & OPERATORS OF POOLS & SPAS
 TO PREPARE FOR UPCOMING ADA DEADLINE**
Existing Pool & Spa Compliance Deadline is January 31

(ALEXANDRIA, VA) –The Association of Pool & Spa Professionals (APSP) reminds its members and other members of the aquatic community of the upcoming January 31, 2013 deadline for existing pool and spa compliance with sections 242 and 1009 of the 2010 Americans with Disabilities Act (ADA) Standards for Accessible Design. Pools built or renovated since March 15, 2012 are currently required to meet the ADA requirements, but per the Department of Justice final rule published on May 21, 2012, the compliance date for existing pools and spas was extended.

The APSP urges facility operators and owners of pools and spas that fall under the ADA requirements to prepare for this upcoming deadline. "The first step would be to work with a pool professional to provide a barrier removal analysis which is simply an audit of a facility to determine if the facility falls under ADA jurisdiction and what elements within the facility would need to be modified to provide access for people with disabilities," said Jennifer Hatfield, APSP director of government relations. "In the case of a swimming pool, once a facility has been determined to be subject to ADA regulations, the pools should be identified as to the type and size to determine what type of access will be required."

Hatfield noted that if under the barrier removal analysis it is determined that a facility does fall under the ADA, what follows is an implementation plan, beginning with a listing of all barrier removal issues and a determination if the required modifications are readily achievable. If it is not readily achievable to make the barrier removal modifications, the reason for this determination should be clearly presented as part of the plan. The selected means of access should be identified. If the means of access already exists, it should be noted that it conforms to the regulations. If the means of access needs to be ordered, this also should be noted, along with a timetable for issuing the order and expected installation date.

"The APSP has and continues to support the Accessibility Standards and the goal of ensuring access by persons with disabilities in order for them to utilize pools and spas," Hatfield added. "We've been following this issue for years and have developed information to help members reach compliance."

To access information on the ADA requirements for pools and spas, including the DOJ's Technical Assistance Document, the ADA's 2010 Accessibility Standards, and other online tools including the APSP FAQs and a webinar on ADA requirements, visit APSP.org/ADA. For more information about the ADA as it relates to pools and spas, visit ADA.gov.

###

About APSP

The Association of Pool & Spa Professionals (APSP) is the world's oldest and largest association representing swimming pool, hot tub, and spa manufacturers, distributors, manufacturers' agents, designers, builders, installers, suppliers, retailers, and service professionals. Dedicated to the growth and development of its members' businesses and to promoting the enjoyment and safety of pools and spas, APSP offers a range of services, from professional development to advancing key legislation and regulation at the federal and local levels, to consumer outreach and public safety. APSP is the only industry organization recognized by the American National Standards Institute to develop and promote national standards for pools, hot tubs, and spas. For more information, visit APSP.org.

IPSSA thanks the following 32 chapters, who had no cancelled members for all of 2012:

- Region 1
 - 102 – Tracy
 - 110 – Gold Country
 - 114 – West Placer
 - 117 – El Dorado
 - 118 – East Contra Costa
- Region 2
 - 204 – Fresno
 - 205 – Santa Barbara
 - 208 – Ventura
- Region 3
 - 301 – Diamond Bar
 - 302 – Foothill
 - 304 – San Gabriel Valley
- Region 4
 - 401 – Central Los Angeles
 - 406 – East Long Beach
- Region 5
 - 501 – Anaheim
 - 502 – Central Orange County
 - 504 – Dana Point
 - 505 – Huntington Beach
 - 510 – Surf City
- Region 6
 - 602 – Hemet
 - 606 – Riverside
 - 612 – Menifee Valley
- Region 7
 - 706 – North County Coastal
- Region 8
 - 802 – Tucson
 - 805 – Las Vegas
 - 813 – Henderson
- Region 9
 - 911 – Corpus Christi
 - 913 – Rio Grande Valley
- Region 10
 - 3 – Mid Peninsula
 - 16 – Fremont
- Region 11
 - 1180 – Venice
- 515 – Southwest
- 516 – Mission Viejo

IPSSA is on Facebook!

Visit our page at www.facebook.com/ipssa, where you'll see photo albums from recent industry events.



2012 Membership Application

Step One: Contact & Directory Information

Contact Name: _____ Company Title: _____

Company Name: _____ Contact Telephone: _____ Fax: _____

Mailing Address: _____ City: _____ State: _____ Zip: _____

Email Address: _____

Directory Listing: _____ City: _____ State: _____ Zip: _____

Directory Telephone: _____ Directory Website: _____

LinkedIn: _____ Twitter: _____

Step Two: Committee Involvement

The best way to take full advantage of your membership is to participate on a committee. With so many different opportunities to get involved, there's sure to be a committee for you. We welcome all members to any of our committees. It's a great way to meet other industry professionals and keep APEC strong. A committee chair will be in contact with you with more information on your chosen committees.

- Communications Distribution Fundraising Local Issues (City, County, Municipalities) Manufacturer Communications Marketing
- Membership APSP IPSSA Builder Council Commercial Council Retail Council Service Council None

Step Three: Verify Membership Level and Dues Amount

- SERVICE/RETAILERS/BUILDERS:** Service \$250.00 Retailer \$250.00 Builder \$250.00 Spa/Hot Tub Dealer \$250.00
- ALLIED INDUSTRY PROFESSIONAL:** Allied Industry Prof \$200.00 **CONTRACTOR/SUBCONTRACTOR:** Contractor \$200.00 Subcontractor \$200.00
- MANUFACTURER AGENT:** Manufacturer Agent \$500.00 **MANUFACTURER/DISTRIBUTOR:** Manufacturer \$1500.00 Distributor \$1500.00
- POOL OPERATOR:** Pool Operator \$200.00 **CONCERNED CONSUMER:** Concerned Consumer \$200.00

Step Four: Total Renewal Cost & Submit Payment Information

Use the blanks below to calculate your payment total.

Membership Dues Cost: \$ _____ Additional Donation to APEC: \$ _____ (Tax-Deductible) **TOTAL PAYMENT:** \$ _____

Please mail this form along with your payment in U.S. Funds (Do not cut any part of this form)

Check enclosed: Check # _____ Credit (VISA) Credit (MASTERCARD) **APEC does not accept Mastercard or AMEX at this time**

Credit Card #: _____ - _____ - _____ - _____ Expiration Date: _____

Name as it appears on card: _____ Billing Zip Code: _____ Security Code: _____

Signature of Card Holder: _____

PLEASE REMIT PAYMENT TO:
 Aquatic Professionals Education Council | P.O. Box 340066 | Lakeway, TX 78734

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 ww.ipssa.com.

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

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.

IPSSA CHAPTER LISTINGS

For Association information: call Amy Nijjar, (888) 360-9505 / • (714) 484-4749 • (888) 368-0432 FAX or (562) 684-0695 FAX

10842 Noel Street #107, Los Alamitos CA 90720, E-mail: info@ipssa.com

For billing or Benevolent Fund information: call Clint Cramer CPAat (888) 391-6012, FAX (888) 391-6203, e-mail clint@cramercpa.com or P.O. Box 1617, Rocklin, CA 95677

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. Gregg Simon (916) 536-9165

DELTA: (Stockton)

Third Wed., 6:00 p.m.

Roundtable Pizza

2715 W. Kettle Lane, Lodi
Pres. Ian Jensen (209) 477-1372

EAST BAY

First Tues., 6 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. Dale Vaughn (925) 516-9436

dalevaughn1176@comcast.com

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. Leland Groves (916) 420-6421

lelandgroves@hotmail.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. Steven Cabeceiras (209) 968-6221

SACRAMENTO CITY

Fourth Wed., 6:30 p.m.

Plaza Hofbrau

2500 Watt Ave., Sacramento

Pres. Nathan Williams (916) 213-6889

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., 5:30 p.m.

Strikes Bowling Alley

5681 Lonetree Blvd., Rocklin CA 95765

Pres. Kim Silva (916) 645-2397

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., Famous Dave's BBQ

7777 Rosedale Highway, Bakersfield

Pres. James Hoffman (661) 332-3725

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.,

Cisco's, 1712 Avenida de Los Arboles, Thousand Oaks

Pres. Channing Long (805) 341-8027

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., 6:30 p.m., Rusty's Pizza Parlor

232 W. Carrillo, Santa Barbara (downtown)

Pres. Jeff Burich (805) 252-6607

jeff@burichpoolservice.com

VENTURA

Third Tues., 7 p.m.; Yolanda's Mexican Cafe

2753 Main St., Ventura

Pres. Tony Funderburk (805) 482-8226

VISALIA

Third Wed., 6 p.m.

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

Pres. Roman Gomez (559) 992-5779

romangomez1251@yahoo.com

REGION 3 (NORTH L.A. COUNTY)

B.O.R.D. Member: Elias Duran
(818) 360-4749

E-mail: poolshow@aol.com

ANTELOPE VALLEY

Second Mon., 6 p.m.

SCP Antelope Valley, 4514 Runway Dr., Lancaster

Pres. Bob Cranmer (661) 609-3682

warren_cranmer@msn.com

DIAMOND BAR

First Thurs., 7:30 p.m., Oak Tree Lanes, Diamond Bar

Pres. Robert Nichols (626) 914-4813

precision1980@verizon.net

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. Ivan Vance (818) 376-8541

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. Terry Snow (909) 985-1830

tls.pools@verizon.net

SANTA CLARITA VALLEY

First Thurs., 7:00 p.m.

Call for meeting location and directions

Pres. Kent Simpson (661) 373-9901

REGION 4 (SOUTH L.A. COUNTY)

B.O.R.D. Member: Jason Briggs
(310) 370-2144

E-mail: jason@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

3500 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. Adam Morley (310) 493-3565

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: Jeff Theders
(714) 435-9080

E-mail: jeff@aquaticbalance.com

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

Roundtable Pizza, 2506 E. Chapman Ave., Fullerton

Pres. Cal Pratt (949) 230-7462

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. Chris Aragon (949) 716-2303

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. Michael Kei Black (714) 891-0351

mblackels@netzero.com

ORANGE COUNTY #1

Second Wednesday, 7:00 p.m.

Graziano's, Yorba Linda, 714-524-2770

Pres. William Corcoran (909) 279-7117

ORANGE COUNTY #9

Second Wed., 7 p.m., Dad Miller Golf Course

North Gilbert Street, Anaheim

Pres. Rob Tobias (714) 812-7993

ORANGE COUNTY POOL PROFESSIONALS

Last Mon., 6:00 p.m., Claim Jumper Banquet Room,

18050 Brookhurst St., Fountain Valley CA 92708

Pres. James Romanowski (714) 404-2550

poolperfection1@aol.com

SADDELEBACK VALLEY

Last Tues., 6 p.m., Lone Star Steakhouse,

24231 Avenida de la Carlotta, Laguna Hills

Pres. Scott Kather (714) 742-9597

SOUTHWEST

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

10560 Los Alamitos Blvd., Los Alamitos

Pres. Ken Tipton (562) 430-8515

SURF CITY

Third Tues., 6:30 p.m., Superior Pool Products,

10865 Kalama River, Fountain Valley

Pres. Frank Malavar (714) 960-3558

TUSTIN/IRVINE

Second Tues., 6:00 p.m., PSOC Waterline Technologies,

220 N. Santiago Street, Santa Ana

Pres. Rich Foley (714) 974-1514

YORBA LINDA

First Wed., 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: Scott Peterson
(951) 699-8407

E-mail: ipssascott@yahoo.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

MENIFEVE VALLEY

First Wed., 7 p.m. at My Buddies Pizza

2503 E. Lakeshore Drive #A, Lake Elsinore

Pres. Brittanie Sada

brittaniesada@yahoo.com

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.

Sloan's, 81539 US Hwy 111, Indio CA

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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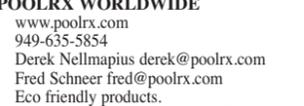
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Robert Rankin / 714-288-6713
Mike Felechner / 714-288-1940
Service industry related ①



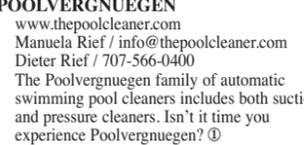
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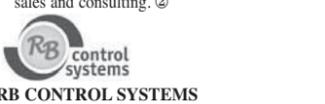
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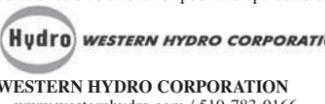
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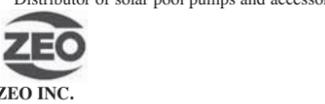
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