



THE IPSSAN

Mission Statement: The Independent Pool & Spa Service Association, Inc. exists for the mutual professional benefit and growth of its members and for the continued improvement of the pool and spa service industry.

VOLUME XXIV, NUMBER 7

July 2012

Rola-Chem acknowledges product failure. Advises customers to replace timer/pot assembly

Service techs complain manufacturer's response is inadequate

After denying any failure of its peristaltic chemical feeder pump, Rola-Chem Corporation recently acknowledged that excessive corrosion in the potentiometers of its older peristaltic pumps can cause the pumps to run in a continuous "on" mode. Rola-Chem's reversal follows the settlement of a lawsuit in which two bathers received chemical burns when a Rola-Chem device pumped 5 gallons of liquid chlorine into an 800 gallon spa. The lawsuit sought damages from the IPSSA member, Rola-Chem's parent company and the property owner. It was one of the largest settlements in IPSSA's history. According to an Advisory Letter dated May 4, 2012, Rola-Chem is advising customers to replace the Timer/Pot Assembly on any unit that is over five years old. Some IPSSA members, however, state that Rola-Chem's solution to the defective potentiometer is inadequate and places an undue burden on the pool service technician to (1) determine the age of the potentially dangerous pumps, and (2) provides them no compensa-

tion for repairing the manufacturer's defective product.

Ray Arouesty is the president of Arrow Insurance Service and was involved in the defense of the IPSSA member sued in the Rola-Chem case. "In my opinion, Rola-Chem's response is totally inadequate. We litigated a case in which two people were seriously injured and the manufacturer has now admitted that this same situation could occur again. Instead of recalling the pumps they are asking the customer and service tech to determine what pumps are at risk and to pay for the repair. I think that others may be hurt by this product."

An unsafe product report was filed with the Consumer Product Safety Commission in October 2011 concerning the defective pump but to date no governmental action has been taken. Arouesty recommends that members with pumps running in the continuously "on" position file a report at www.saferproducts.gov. "Filing a report may be the best way to achieve a satisfactory result to a serious situation".



IPSSA's newest chapter in Tarrant County, Texas gets involved! See the full story on page 14.

Cyanuric acid: It controls your pool

By Robert W. Lowry

What? I thought water balance, pH, total alkalinity or chlorine controlled the pool. How can a chemical that protects chlorine from sunlight control a pool?

The science of the chlorine/CYA relationship has been known definitively since at least 1974 but either workers in the swimming pool and spa industry do not understand the chlorine-cyanuric acid (CYA) relationship or they do understand, but believe that it does not apply to their pools. **This paper will change the way you take care of pool water and give you a new understanding of pool chemistry.** CYA has been a controversial subject since its introduction to the pool industry in 1956.

Cyanuric acid (CYA), also

known as conditioner, stabilizer and isocyanuric acid, has been the subject of many articles, papers, discussions and even a presentation at a conference with the title "The Great CYA Debate in 2004".

A Google search for cyanuric acid in pools brings back 75,600 hits. It is no wonder that everyone is confused about all of the things that

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California Capitol Report

Underground economy bills

By John Norwood

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

June 1 was the deadline for bills to pass their house of origin. In other words, a bill introduced in the Assembly must pass through the Assembly by June 1 to remain eligible to become law in 2013, and the same with Senate bills. We thought this was an opportune time to update you on the various bills SPEC has been supporting in regards to the fight against the underground economy.

One of SPEC's priority issues for 2012 has been to continue legislative and regulatory efforts to address noncompliant contractors and the underground economy. According to the Employment Development Department's analysis of findings of the Internal Revenue Service, the underground economy in California is flourishing and is estimated to be between \$60 billion and \$140 billion each

year. Employers operating in the underground economy hurt everyone; the state loses billions of dollars each year in tax revenues, workers are forced to go without basic employment protections, and law-abiding businesses are confronted with unfair competition from scofflaw competitors. SPEC has supported a number of bills on this topic.

AB 1794 by Das Williams (D-Santa Barbara) extends current law that requires workers' compensation insurers to perform an annual payroll audit on roofing contractors to all contractors. This bill does not require an on-site visit as part of the annual audit requirement so insurers can perform this function electronically. In addition, AB 1794 requires contractors to report hiring of new employees to their workers' comp carrier within 20 days of a new hire. This is the same amount of time to report a new hire to the Employment Development

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Things to do in July

- Wear sun screen and reapply often
- Wear hats
- Drink lots of water

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DO NOT HOLD
DATED MATERIAL

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THE IPSSAN

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

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Dan Jonaitus wins the May Education Corner quiz

Dan Jonaitus, a member of the IPSSA Scottsdale chapter, was selected randomly among all of the correct entries for the May Education Corner Quiz and will receive an IPSSA sports watch. All correct entries submitted during 2012 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the May quiz are: 1) A pH of 5.0 is 100 times more acidic than a pH of 7.0. A) True B) False. *The correct answer is A) True.* 2) Normally, pools should be partially drained when the hardness reaches this level: A) 1000 ppm B) 500 ppm C) 400 ppm D) 800 ppm. *The correct answer is B) 500 ppm.* 3) The most frequent tests on a pool or spa should be: A) TDS B) Temperature C) Calcium hardness D) None of the above. *The correct answer is D) None of the above.* 4) Adding approximately this amount of sodium dichlor (56%)

will increase the chlorine level by oz. B) 2.0 lb. C) 2.30 oz. D) 3.0 lb. 1 ppm in 10,000 gallons. A) 1.0 *The correct answer is C) 2.30 oz.*

Calendar of Events

July 12-13	CPO Class Superior Pool Products, Anaheim, California http://www.anotherperfectpoolnews.com/cpo
July 19-20	CPO Class El Monte Aquatic Center, El Monte, California http://www.anotherperfectpoolnews.com/cpo
July 26-27	CPO Class SCP, San Diego, California http://www.anotherperfectpoolnews.com/cpo
August 4	IPSSA Board of Regional Directors Meeting Holiday Inn on the Bay, San Diego, California info@ipssa.com
August 16-17	CPO Class Superior Pool Products, Anaheim, California http://www.anotherperfectpoolnews.com/cpo
August 23-24	CPO Class SCP Van Nuys, Van Nuys, California http://www.anotherperfectpoolnews.com/cpo
August 30-31	CPO Class SCP, Riverside, California http://www.anotherperfectpoolnews.com/cpo
Sept. 6-7	CPO Class Superior Pool Products, Anaheim, California http://www.anotherperfectpoolnews.com/cpo
Sept. 13-14	CPO Class El Monte Aquatic Center, El Monte, California http://www.anotherperfectpoolnews.com/cpo

WELCOME NEW MEMBERS!

REGION 2 – Conejo Valley: Gene Snyder... **REGION 5 – Orange Coast:** Scott Toth... **Orange County #1:** James B Davis... **REGION 7 – Rancho Del Mar:** Andreas Schneidereit... **REGION 8 – VIPS:** Santos Castro... **REGION 9 – Fort Worth:** Paul W Smith Jr... **Houston:** Moumen Naili... **San Antonio:** James Thompson... **Waxahachie:** John O Bannion... **REGION 10 – Mid Peninsula:** George M Flanigan... **Santa Clara:** Darrell Durrett... **REGION 11 – Gold Coast:** Paul Citti Sr... **Sarasota:** Robert Cook, Travis Glamuzina, Scott M Griswold... **Venice:** Brian M Farrell

Roland Gutierrez wins a Basic Training Manual Part 1 – Water Chemistry!

Enter to win the monthly sweepstakes!

Roland Gutierrez, from the IPSSA Yorba Linda chapter, was selected randomly among all of the correct entries for May and will receive an IPSSA Basic Training Manual Part 1 – Water Chemistry.

**Enter To Win:
Basic Training Manual
Part 1
– Water Chemistry!**



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:

- How many chapter meetings must a prospective member attend in order to join IPSSA?

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 **AUGUST 20, 2012**

*** WIN AN *
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Education

Corner

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for an IPSSA watch. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **AUGUST 20, 2012**.

- The chemical that protects chlorine from sunlight destruction is called:
A. Cyanuric acid
B. Conditioner
C. Stabilizer
D. All of the above
- The regular sanitizer you are using determines the proper total alkalinity for the pool.
A. True
B. False
- Adding 10 fl. oz. of sodium hypochlorite to 10,000 gallons of water will increase the chlorine level by 1.5 ppm.
A. True
B. False
- Getting liquid chlorine (sodium hypochlorite) in your eyes can cause permanent corneal damage in only 15 seconds.
A. True
B. False

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

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

Mail Entry to:

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We're talking pools at poolfyi.com

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.

Will evaporation lower the salt level in a pool?

This question is asked frequently due to the growing popularity of salt chlorine generating systems, and the answer is unequivocally and scientifically no.

The same holds true for the calcium hardness and cyanuric acid levels. Minerals and metals do not leave the water through evaporation. The only thing that

evaporates is the water. Actually, if make-up water is not added to the pool after evaporation, the concentration of these minerals increases. Let's say we have a pool with a salt level of 3500 ppm. To illustrate this point, let's pretend 50 percent of the water evaporates from the pool — not a likely scenario, but the math is easy this way. If half the water evaporates, the concentration of salt in the water left behind would be double. Once make-up water is added (assuming it has no salt in it), the concentration is diluted back to 3500 ppm.

I had a little brain freeze while

teaching a class in San Diego this year, discussing this very subject. Three very kind gentlemen set me straight as I carelessly stated that salt levels will decrease with splash out and evaporation. The first part was true - splash out will decrease the salt level as this physically removes both water and salt. Evaporation, however, removes only the water. I knew this, as I used to tell my service customers that calcium builds up in their pool due to evaporation. The water evaporates, but the calcium stays in the pool. Adding make-up water that also contains calcium will increase the levels. Thanks guys for bringing me back to my senses!

So, adding make-up water to replace what's lost to evaporation

will not dilute the salt levels in the pool. But a pool full of kids doing cannon balls, having water fights or otherwise having a good time very well may. Less entertaining things like a leak in the plumbing, equipment or the pool could also lead to salt and water being lost together. On a cautionary note: Never add salt (or any chemical for that matter) to the water until you have tested the water. If it is necessary to add salt or a chemical, specifically in high amounts, add just a portion and let it circulate through a filter cycle and test again.

By the way, if you must lower the salt level, calcium hardness or cyanuric acid levels in the water, I recommend partial draining. Before draining any pool however, make sure you are aware of the water table underground. You could have quite a mess on your hands if the pool pops out of the ground due to the static pressure of a high water table. In these cases, drain and replace small



amounts of water at a time. This will safely assure the pool stays put!

Send Your Technical Questions

to:

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As summer approaches, there are two things at the forefront of most homeowners' minds: swimming pool safety and energy conservation. With the significant number of drowning deaths that occur in unattended swimming pools each year as well as rising energy costs, safety swimming pool and spa covers as well as safety fencing offer protection and peace of mind to homeowners with children and pets. A company specializing in cutting-edge swimming pool safety products offers a wide range of benefits from child safety to water conservation and ease of maintenance.

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classic rectangle, a curvaceous kidney shape, or offers a breathtaking view from an infinity edge, choose from a variety of top-of-the-line automatic, semi-automatic, and manual pool covers to suit your needs. If automatic options aren't feasible for your particular pool, you can still reap the benefits of a pool cover with manual styles that snap directly onto the surrounding deck. And if a manual cover doesn't apply, a full line of safety fencing provides the added protection you need to create a safety zone around your pool without detracting from the beauty of your backyard.

For more information and a free in-home consultation, you can call Pool Covers, Inc., serving the entire Bay Area, toll-free at 800-662-7665. www.poolcoversinc.com

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 34 chapters, whose members all paid promptly in June before second notices were required:

- Region 1 – East Bay, East Contra Costa, Elk Grove, Sacramento City, Tracy, West Placer
- Region 2 - Fresno
- Region 3 – Diamond Bar, San Gabriel Valley
- Region 4 – East Long Beach, Whittier
- Region 5 – Anaheim, Central

Orange County, Huntington Beach, Orange Coast, Surf City, Tustin/Irvine

Region 6 – Corona, Hemet, Menifee Valley, Palm Desert, Palm Springs

Region 7 – Carlsbad, Escondido

Region 8 – Henderson, North Phoenix, Northwest Las Vegas, West Valley, Western Las Vegas

Region 9 – Rio Grande Valley

Region 10 – Fremont, Monterey Coast, Silicon Valley

Region 11 – North Georgia

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Back to Basics

Benefits of extended service plans. Make them work for you!

By Chris Caso

Chris Caso is incentives program manager for Zodiac Pool Systems, Inc.

Today more than ever, consumers are demanding more for their money. At the same time, competition in the pool service industry is increasing and pool pros want to differentiate themselves and find new streams of income. Zodiac® sees extended service plans (ESPs) as a great solution, and is the only pool product manufacturer to offer extended service plans to licensed service techs. Read on to learn how to increase sales and give your customers peace of mind.

What is an ESP?

An extended service plan extends the manufacturer's warranty by an additional two or three years. Zodiac offers ESPs through Service Net, a leading warranty service firm that essentially acts as an insurer on all Zodiac, Polaris® and Jandy® products, excluding Covers, Water Features, and Caretaker In-floor Cleaners. To sell ESPs, a pool pro can register online at <https://premium.zodiac-poolsystems.com/Business-Solutions/Extended-Service-Plans.aspx>.

Great for Pool Pros

Whether you're a service tech, retail dealer, or builder, anyone who sees a customer face to face can benefit from an ESP. First – see additional profit added to your bottom line. You can earn up to 40% profit margin on the ESP contracts sold. The profit is already built in for you. Second – it locks you in as the customer's service tech, increasing repeat business. Third – differentiate yourself. Internet retailers cannot service warranty repairs, so they cannot offer ESPs. Provide greater customer satisfaction than your competitors and gain more business. Fourth – see higher sales. See an increase in average equipment sales and additional revenue through part markups.

Great for Customers

Even the best pool equipment may need to be repaired, and consumers understand the value of protecting themselves from future service or repair costs. Millions of people purchase ESPs for appliances, automobiles and electronic products, so protecting their pool equipment is a natural extension of this common practice.

In fact, research shows that more than 30% of consumers will buy coverage if asked, and another 30% will purchase if shown the value of an ESP (research via www.servicenet.com). Consumers want their significant pool equipment investments protected and insured. With an ESP, they secure peace of mind for the future.

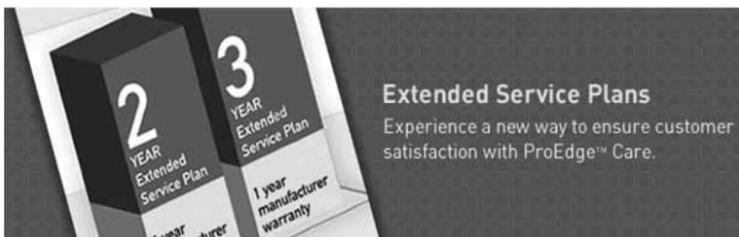
How to Get Started

Get everything you need, including enrollment forms and dealer brochures, online at <https://premium.zodiacpoolsystems.com/Business-Solutions/Extended-Service-Plans.aspx>. For IPSSA chapters, Zodiac is happy to send a Territory Sales Representative to your local chapter to present and answer questions on extended service plans. Contact us at 800-822-7933 or speak to your Zodiac sales rep.

To qualify to sell Zodiac ESPs, you must:

1. Work in the U.S. or Canada
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We hope we have answered your questions and encourage you to offer a ProEdge Care Extended Service Plan on all your Zodiac equipment sales. Start seeing the benefits today: increase your sales, distinguish your business from the competition, and give your customers peace of mind



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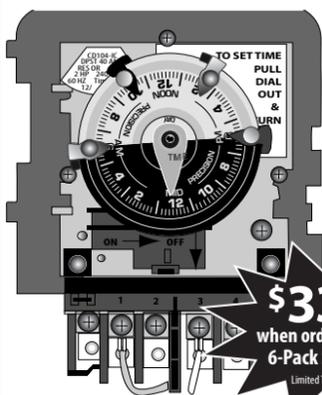
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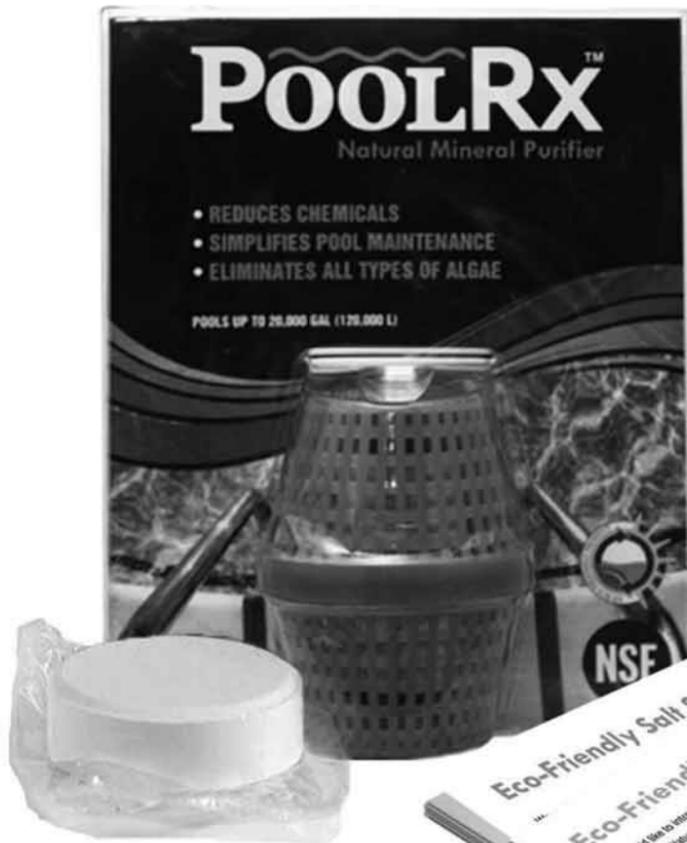
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Growing your profits

Raising your rates

By Cory Mouillesseaux

Cory Mouillesseaux is the broker/owner of SpringBoard Pool Route Brokers, a company that assists industry professionals with both buying and selling pool service routes. He is also the co-author of Pool Service Success. www.sbpoolroutes.com.

Pool service company owners must strike a balance between two critical business functions: providing superior service to the existing client base and building profits through good business strategies. In this 3-part article series we'll look at how effective marketing and advertising techniques, regular price increases, and the eradication of non-productive, high-maintenance accounts, can help you achieve higher profitability in any market.

In this article we'll show how you can build your business and its bottom line by regularly raising rates on your services. This is a daunting step for most business owners who are afraid that such moves will alienate clients. The truth is if you are offering consistent, reliable service, clients will be willing to pay a little extra for that peace of mind. Plus, everyone understands the need for regular, price-of-living increases – they are just a fact of life.

Here's a painless, 6-step process that you can use to introduce and implement the price changes:

1. Get introspective first. Carefully weigh the reasons for the rate increase. Base it on legitimate business reasons versus personal financial problems.

2. Do the math. Sit down and examine your accounts and figure out how much additional income you need in order to achieve your current financial goals (within reason, of course). Divide the amount across your current client base and determine a per-client increase that you'll be able to reasonably implement.

3. Raise some client rates more than others. The increases don't have to be equal: if you have a difficult pool that is costing you time and money, raise that client's rates substantially to make it worth your while.

4. Choose a date. Consider raising rates in the spring or summer months, when owners are excited about their pools and especially interested in keeping them sparkling clean. Avoid raising rates in the winter, when customers feel like they can take the do-it-yourself route.

5. Write up a letter. Send a let-

ter notifying customers of the change and include the correspondence with your next billing statement. Be sure to include the reasons for the increase (higher fuel costs, rising chemical prices, etc.)

6. Test out 50% first. If you are concerned about raising all of your customers' rates at once, increase just 50 percent of client costs one year and the remainder the following year.

There's no need to fear the price increase. You have to recognize that your great service will create customer loyalty; highly satisfied customers won't discontinue pool service because of a small rate increase. Besides, when your route is full you won't be able to take on any new customers anyway, so what's the sense of keeping the laggards onboard?

In Part III of this series we'll show you how to grow your pool service firm's profits by eradicating the high-maintenance, low-paying accounts on your roster and replacing them with better options.

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!

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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."

APSP applauds Memorandum of Understanding to promote collaboration between the International Swimming Pool & Spa Code and the Model Aquatic Health Code

The Association of Pool & Spa Professionals (APSP) announces its strong support for the Memorandum of Understanding (MOU) between the National Environmental Health Association (NEHA), the International Code Council (ICC) and the Centers for Disease Control and Prevention (CDC).

The MOU is intended to enhance public health, safety and uniformity in the design, installa-

tion, inspection and operation of aquatic facilities, and sets the stage for collaboration, recognition and the co-existence of both the International Swimming Pool & Spa Code (ISPSC) and the Model Aquatic Health Code (MAHC).

"We fully support this MOU as it sets the stage for both codes to co-exist and support the other, bringing together the respective expertise that all parties have to offer. We have maintained our support of the MAHC since its inception and this MOU clearly establishes how we can all work together going forward," said Carvin DiGiovanni, APSP senior director, technical and standards. "Recognition of both Codes will advance the common goal of public health and safety and make it easy for our members to build and maintain pools and spas to code without unnecessary confusion. The regulators will now have the latest code language that covers all the pool and spa bases, adding a tremendous amount of confidence to their inspections."

The ICC, in collaboration with APSP, developed the 2012 ISPSC which addresses all aspects of construction, design, installation and initial approval and inspection of all aquatic facilities including public swimming pools, public spas, permanently installed residential spas, above-ground/on-ground residential swimming pools, residential in-ground swimming pools, portable spas and aquatic recreational facilities. The ISPSC addresses issues such as barriers, dimensions, circulation systems and suction entrapment avoidance, and is based on current American National Standards Institute (ANSI)/APSP standards, technology and code provisions. It is available for adoption nationwide.

The CDC is coordinating the development of the MAHC, which is intended to serve as a tool for local and state agencies interested in adopting or revising public health laws related to the prevention of illness and injury associated with recreational water and deals primarily with the operation, supervision and maintenance of public aquatic facilities.

NEHA, as a representative of environmental health professionals who deal with aquatic facilities, has an interest in ensuring that jurisdictional issues between the MAHC, the ISPSC, and other relevant legislation and regulations are harmonized.

"This MOU represents all concerned members of the aquatic community coming together to work cooperatively on the same over-arching goal of public health and safety," said DiGiovanni. "It also clearly recognizes the role of the ANSI/APSP standards to anchor the ISPSC. APSP, as co-author of the ISPSC, is a committed partner in this process."

IPSSA National Rebate Program



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

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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

Type of Business:
<input type="checkbox"/> Builder <input type="checkbox"/> Retailer <input type="checkbox"/> Service <input type="checkbox"/> Refinisher <input type="checkbox"/> Other _____

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

I purchase from the following Distributors:	Rebate Rules
	<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: _____
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Name: _____	
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Name: _____	
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New Member Signature _____ Date _____

Hayward® commercial pool's range of chemical controllers attain NSF 50 certification

Its pH and ORP controllers have been tested and proven for accuracy, performance, safety, and efficiency

Hayward's line of CAT Controller technology-based chemical automation systems have long been recognized as the leader in water chemistry control systems. Thousands of public and private swimming pools, spas, water parks and water treatment applications worldwide rely on Hayward Commercial's pH and ORP control systems to meet their daily water quality requirements.

As part of a commitment to product quality, performance and protection of public health and safety, Hayward has taken the initiative to have its chemical controller lines submitted to the National Sanitation Foundation (NSF) for testing. Hayward is now pleased to announce that the entire CAT and HCC Chemical Controller product lines have passed through NSF testing and are now listed with the NSF/ANSI Standard 50 for automated chemical controllers.

The purpose of NSF/ANSI Standard 50 (NSF 50) is to establish minimum requirements for materials, design, construction and performance of products integral to the water circulation systems of residential and public bodies of recreational water. Customers can invest in Hayward's line of chemical automation systems with peace of mind and confidence that the products have passed the rigorous test criteria demanded by many of the U.S. states that specifically require

compliance or third-party certification of circulation system components to NSF Standard 50.

According to Hayward commercial general manager Patrick

Sweeney, "Hayward continually strives to deliver the latest in pool product technology that contributes to safe and healthy recreational water, enhance the bathing experi-

ence while reducing maintenance and operational costs. Putting our controllers through NSF testing procedures proves that Hayward is always striving for the best."

For more information, or to schedule an interview with a Hayward spokesperson, please contact Gary Young at 612-247-8123 or gyoung@scalesadvertising.com.



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California Capitol Report

Continued from page 1

Department for tax purposes. AB 1794 seeks to address the problem of unscrupulous contractors who intentionally underreport or fail to report employees as a means to curtail paying adequate workers' compensation premiums. The problem of premium insurance fraud has led to workers' compensation premium rates skyrocketing throughout the state, and has forced many law-

abiding construction employers to pay two to three times more in workers' compensation premiums to cover "high risk" workers.

The bill is supported by labor organizations across the state as well CSLB. AB 1794 will help deter workers' compensation fraud and limit the underground economy. This bill requires all contractors to follow the same rules and incur the same expenses

when bidding on a project, thus creating a more competitive bid environment. By making contractors report new employees, AB 1794 will help capture a portion of the billions of dollars lost in underreported payroll taxes, at a time when California needs it most.

AB 1794 passed the Assembly and now goes to the State Senate for consideration.

AB 2237 by William Monning (D – Santa Cruz) would define the term "consultant" for purposes of the definition of a contractor to include a person who provides or oversees a bid, arranges for and sets up work schedules, or maintains oversight of a construction project. The bill would clarify that parties acting as consultants but performing duties and responsibilities of a general contractor are required to have licenses.

In 2008, the Contractors State License Board (CSLB) adopted Precedential Decision No. 1, establishing that someone acting in the capacity of a swimming pool consultant is a contractor. In 2009, the Appellate Court decision *The Fifth Day v. Bolotin* found that someone acting in the capacity of a construction manager is not required to be licensed as a contractor. The *Fifth Day v. Bolotin* decision undermines CSLB's Precedential Decision.

AB 2237 would require individuals serving as consultants to be licensed by the CSLB, if they exercise control over, or maintain oversight of, a construction project, which will clear any misconceptions caused by the decision in *The Fifth Day v. Bolotin*.

AB 2237 passed the Assembly and will now proceed to the State Senate for consideration.

SB 691 by Ted Lieu (D – Torrance) would assist the CSLB in preventing workers' compensation fraud by adding CSLB to the list of authorized governmental entities that EDD may share information with for the purposes of aiding any specific workers' compensation fraud investigation. This authorization will allow the CSLB to compare data on wages on employment taxes with information the EDD has relative to workers' compensation.

SB 691 passed through the Senate and will be heard next in

the Assembly Insurance Committee.

SB 777 by Ted Lieu (D – Torrance) would provide that, for the purposes of workers' compensation insurance fraud investigations, the reasonableness of any request for information to investigate fraud must be determined by the Director of the Department of Industrial Relations in consultation with the state department, agency, or organization in possession of the information or data. One of SPEC's arguments is that state agencies should be using more technology, more than boots on the ground, to identify and prosecute non-compliant contractors. SB 777 will serve as a vehicle for discussion to encourage and codify ongoing and new requirements and practices to encourage data sharing and collaboration among governmental agencies.

SB 777 passed through the Senate and will be heard next in the Assembly Insurance Committee.

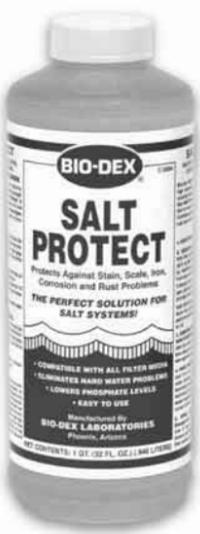
SB 1185 by Curren Price (D – Los Angeles) would create the Centralized Intelligence Partnership to collaborate in combating illegal underground operations by providing a central intake process and organizational structure to document, review, and evaluate data and complaints. This bill would also create an advisory committee, comprised of one representative from each entity participating in the partnership, to provide guidance on the activities and operations of the partnership. As legitimate employers working in the pool and spa industry in California, SPEC supports the efforts of the author to target those employers that operate in the underground economy in flagrant violation of law.

SB 1185 passed through the Senate and now goes to the Assembly for consideration.

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

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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.

The IPSSAN subscriptions available to employee members

Would you like your employees to read The IPSSAN each month? All you need to do is contact the IPSSA Financial Office (888-391-6012 or sue@cramercpa.com) and make the request.

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.

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

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:

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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.

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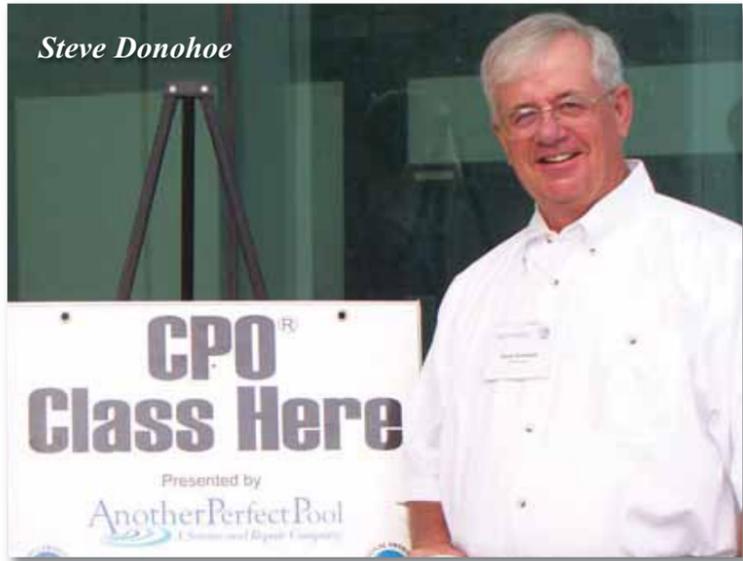
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John Dixon (left) was the winner in Redlands. He's an IPSSA member of the Temecula/Murrieta chapter. Charles Dunbar (on the right) won the CPO® class seat at the Region 7 table top in San Diego. Charles is currently a United Pool Association (UPA) member, but is soon-to-be an IPSSA member. (He likes the ongoing training that IPSSA promotes). Way to go guys! It was great to have you in our CPO class at the SCP store on Copley Drive in San Diego this past May.

CPO Corner

Circuit breaker vs. a GFCI

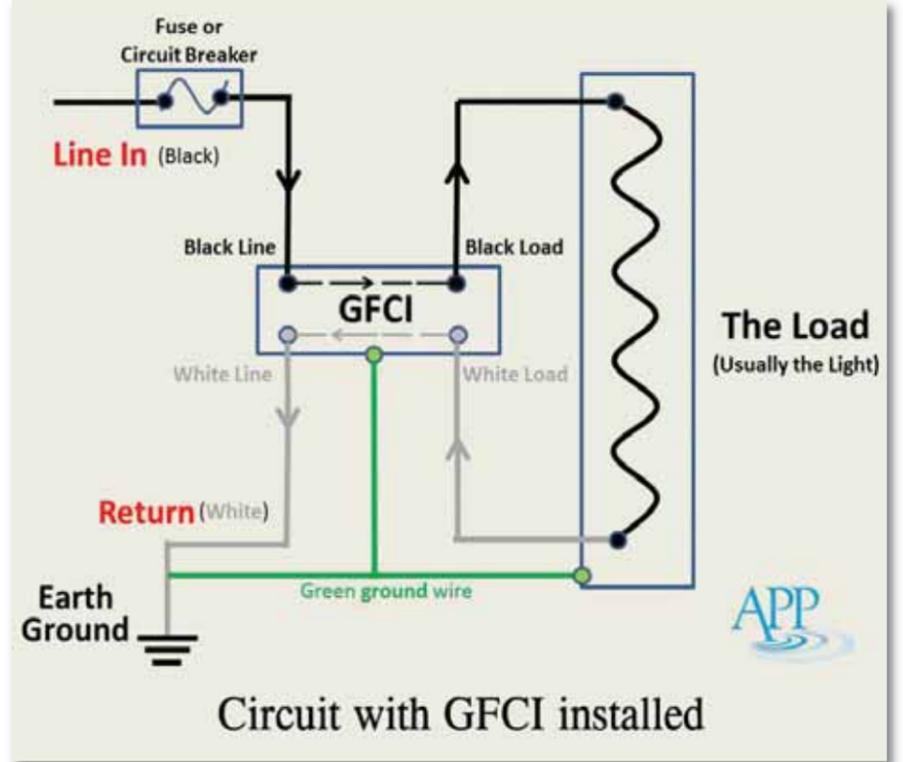
By Steve Donohoe

Steve Donohoe is a member of the IPSSA Orange County Pool Professionals chapter and a certified CPO instructor.

When we are in Chapter 14 (Facility Safety) of the Pool & Spa Operator Handbook, discussing electrical safety during our CPO® class, we talk about the difference between a Ground Fault Circuit Interrupter (GFCI) and a Circuit Breaker.

The circuit breaker will interrupt (turn the circuit off) when there is a current overload. This can be caused when there is a short circuit to ground or by the load itself drawing more current than the rating on the circuit breaker. For example, if the circuit breaker is rated for 15 amps, it will pop (or break the circuit) as soon as the circuit load draws more than 15 amps.

The ground fault circuit interrupter (GFCI) will turn the circuit off (interrupt) when there is a current leak. The GFCI monitors the electrical current going to the load (black, hot wire) and compares it to the current coming from the load (white, common wire). If there is any difference between the



two, the GFCI will interrupt or turn the circuit off.

The GFCI is very sensitive. It will trip when there is only a 4 to 6 milliamp difference (UL 943, Article 100 of the NEC) between the current going out and the current coming back. That is only 4 to 6 thousandths of an amp (.004 to .006 amps)!

We'll take a look at the difference between grounding a circuit and bonding in future CPO Corner articles. Until then, take the journey: education.

Starting out in 2012, we participated in the local IPSSA Table Top Shows: Region 5's HOTT Show in Anaheim on January 18, Region 7's Table Top in San Diego on January 28 and Region's 6 Table Top in Redlands on February 15. At each of the shows, we raffled off a few IPSSA chemistry books and a seat in one of our CPO® classes. Pictured here are a couple of the class winners.

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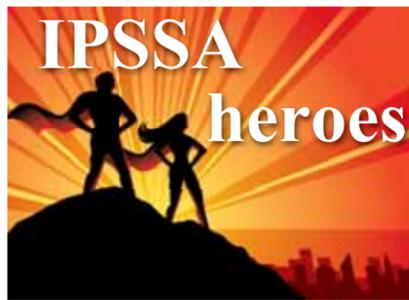
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One of the great things about IPSSA is the underlying commitment to help others in the industry. After all, this association was created on the principle of sick route coverage. But, many members go above and beyond sick route, helping other members and their communities. These are IPSSA Heroes.

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

Two IPSSA chapters come together to learn CPR

By Kent Simpson

Kent Simpson is president of the IPSSA Santa Clarita chapter.

Members of the IPSSA Westside and Santa Clarita chapters recently spent an evening after work to learn CPR. The class was funded by the chapters.

A local SCP branch provided meeting space, and the Santa Clarita chapter funded one of the

SCP employees to take the class.

I'm very glad I attended. It was nothing like CPR classes I took in the past, and was actually fun and entertaining. We all left knowing we would be able to help if called on.

You never know what life may throw at you, and I highly recommend this course if you have an opportunity.



Annual Kids Safety Fair



IPSSA's newest chapter in Tarrant County, Texas gets involved!

By Dave Boyd

Dave Boyd is the IPSSA Tarrant County chapter president.

On May 19th the IPSSA Tarrant County chapter participated in the Annual Kids Safety Fair in the City of Southlake, Texas held at the town square from 10am till 1pm. The fair promotes backyard safety awareness for parents as the summer season kicks into gear. Representing IPSSA were Tarrant County chap-

ter members Dave Boyd, Monica Morris, Tracy Morris, and Rex Godbee. We handed out 150 water watcher tags, two hundred very popular IPSSA coloring books to the kids and their parents and talked to over 200 hundred adults about the importance of being a water watcher while in a backyard with a pool and even in public pools where lifeguards are present. Many parents we spoke to had to admit that our "refresher"

discussions had made them refocus on the important task of insuring water safety for their children.

Once again we would like to thank Paul Ward of The City of Southlake for inviting us to be part of a program that continues to get bigger each year. As the fair was ending Paul asked us to please return again next year. We let him know it would be our pleasure to be part of the event once again.

Teach a Kid to Swim 2012

By Bob Nichols

Bob Nichols is the president of the Diamond Bar chapter.

The Diamond Bar chapter of IPSSA kicked off its Teach a Kid to Swim program in conjunction with the May 2012 National Drowning Prevention Month with the chapter members recruiting their clients children and their schoolmates to join in the chapter's scholarship program supported by the Swim & Racquet Club of San Dimas, California.

Through the use of incentive rewards provided by Pentair, Pool Corp and PEP San Dimas branch, the chapter has been able to provide scholarship funds for families that might otherwise not be able to provide swimming lessons for their children. The chapter thanks Amanda Carson for her help in administering the program.



Teach A Kid to Swim 2012 - Amanda Carson, manager of the Swim & Racquet Club of San Dimas, California, and Bob Nichols, president of the Diamond Bar chapter.

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 redistri-

bution. 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.

Service professionals have even more smart app options

New Android apps and app training videos available from the National Swimming Pool Foundation®

Android® smart phone users have been salivating over National Swimming Pool Foundation® (NSPF®) Apps, patiently awaiting releases that will work for the Android platform. The non-profit educator announces that two of its service apps previously released for iPhone®/iPad® — the Pool Chemical Dosing App and the Saturation Index App — are both ready to download by Android platform users.

“Having both Android and iPhone capability makes life so much better for even more industry service pros,” says Alex Antoniou, Ph.D., Director of Education at NSPF®. “We will continue to innovate apps that make sense for our service professionals, utilizing both platforms.”

In addition, there are four training videos on YouTube to help service pros who are using the Pool Service Manager App. These may be found at <http://www.youtube.com/user/NSPFSwimPoolFnd>. While, the Pool Service Manager App is currently available for iPhone or iPad platforms only, the foundation promises an Android version is coming very soon. “Pool management is truly now in the hands of the service pro, 24 hours a day. Running a service business is a tough job,” says Thomas M. Lachocki, Ph.D., CEO of National Swimming Pool Foundation. “These high tech tools take the pain out of keeping track of all the details.”

The Chemical Dosing App (\$3.99) makes chemical dosing easier, faster, more accurate and safer for pool technicians, facility managers, water treatment managers and home pool and spa owners. Several tools within the app will help service pros properly calculate the amount needed to adjust chemicals to the required level.

The user-friendly interface includes pre-loaded chemical formulas for the most commonly used pool chemicals, organized by category. Says one pro, “Best apps for pools on the market.” Users can create and save personal dosing formulas based on label directions, and save pool information, which eliminates the need to recalculate pool volume each time they are poolside. They just pick the pool from those saved in the app.

The Saturation Index App (\$2.99) provides all the tools needed to achieve properly balanced water. The app incorporates the five balance factors, pH, total alkalinity, calcium hardness, temperature, and total dissolved solids. “Awesome App!” writes one user. “Very easy to use a quick calculation, all my techs use it and love it.” The app also adjusts for cyanuric acid levels present in the water to get the right water balance.

Service pros using the Pool Service Manager App find they can be more efficient and improve their bottom line. The app makes it easy to schedule and record services, repairs, chemical test results,

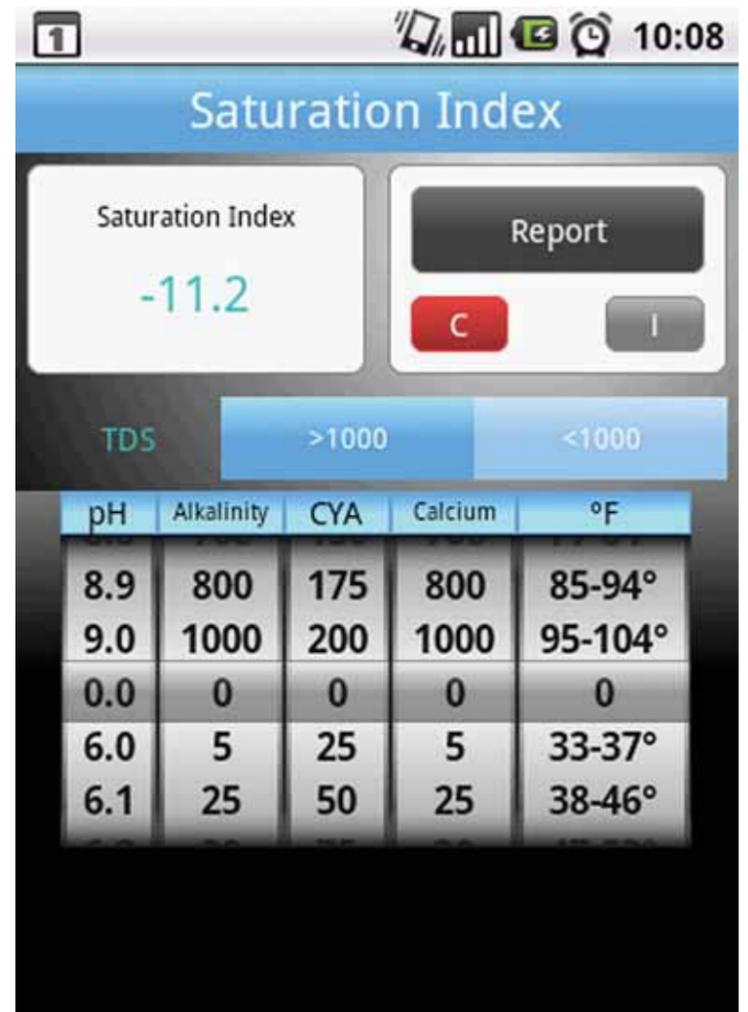
calculate and record water balance, chemical dosage, volume and flow rates, create and email shopping lists making supply pickups more efficient, share work history and billing information with their main office, schedule recurring visits and many other functions. Pool Service Manager app purchasers also receive “NSPF Digital News,” keeping them abreast of emerging issues and solutions.

The latest version has an invoice creation module, separate service and repair logs and a report wizard to make it easier to generate a report for a single or all customers. Additionally, GPS

coordinates are also incorporated into all emails sent from the app; this verifies to customers and management that the service professional was poolside. The app now has a photo module, allowing the service tech to take and attach photos to the customer record. They can also email the photos to show the customer the pool is clean or to let them know about an issue in need of repair.

To purchase any of the apps available from National Swimming Pool Foundation, visit iTunes or the Google Play Store and search for National Swimming Pool Foundation, NSPF or the App name.

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Deck-O-Grip W/B is a non-yellowing, water-based, blended, polymer-based, high solids, liquid sealer. It has been formulated to seal and protect decorative colored concrete by producing a hard, yet flexible, clear film and provides an improved resistance to chemi-

cals, oil, grease, deicing salts and abrasion.

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Dill, Division Manager of Deck-O-Seal.

Drying clear, Deck-O-Grip W/B is ideal for various applications, including exterior concrete surfaces, driveways, patios, swimming pool areas and exposed aggregate, as well as any exterior surface where protection and sealing of concrete is desired.

In addition, Deck-O-Grip W/B contributes to LEED credits for Low-Emitting Materials and Regional Materials.

For more information, contact Deck-O-Seal, a division of W. R. Meadows, INC. by phone: (800) 542-POOL; fax: (847) 214-2268; e-mail: sales@deckoseal.com, or visit www.deckoseal.com.

New Universal ColorLogic® LED lighting replaces Hayward ColorLogic 2.5 12V pool and spa lights

Hayward is excited to announce that we are now shipping our new 12V Universal ColorLogic lighting (UCL). With increased demand for Color LED lights, we have completely exhausted our ColorLogic 2.5 12V inventory supplies. We will be switching all current open and future orders to the new Universal ColorLogic lighting. Each of these new UCL lights will ship with a Smooth White Trim Ring and a Starburst Silver Luster Trim Ring, which replace the previous white and stainless steel version. As an alternative to stainless steel, a new Chrome finish ring will shortly be available for customers requiring the look of stainless steel.

The advantages of the new Universal ColorLogic LED lights include:

- 100% brighter than any color LED light available on the market (based on integrating sphere measurements).
- Uses 86% less energy than typical incandescent pool lights.
- The only LED pool light UL Listed that can be installed in virtually any existing full size niche.
- Ability to illuminate most pools in color with a single light. 10 fixed colors and 7 color-changing shows in non-networked mode.
- Lasts up to 10X longer than standard white lights without the need for service.
- Color light show capability

Continued on page 21

Website marketing

Advertise on Google: paid search is the new phonebook Yellow Pages

By Griffin Davis

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

In this economy the savviest pool and spa service professionals don't stop marketing; they start marketing smarter.

We are in the middle of an advertising revolution. A shift toward cost-effective, transparent and accountable advertising. Maybe you've had a flood of telemarketers call you about this revolution. Heaven knows we're all been spammed about it. No, we're not referring to E.D. ads! Something more ground breaking.

We're talking about the shift away from old fashioned Yellow Pages and towards Internet advertising. The most effective form of Internet advertising is called pay-per-click or PPC marketing.

PPC marketing is an auction style advertising method of paying for placement on the major search engines like Google, Yahoo!, Bing, AOL and Ask.com.

With PPC, you as the advertiser have the ability to get guaranteed exposure on any search engine results page on the Internet rather than leaving it to pure chance. With PPC you purchase the right to have your site's name and brief ad message appear as a link alongside, above or on the same page as regular search returns.

There are three reasons why PPC marketing delivers value:

1.) You only pay if a user clicks on your link. It costs nothing to be displayed on the results page. As a result, this doubles as a branding opportunity.

2.) It is almost always less expensive to use PPC rather than

search engine optimization, which is a different, and much more complicated form of search engine marketing. And, unlike search engine optimization, PPC gives you instant results instead of many months later.

3.) You can track what you are spending, turn the program on and

off, and you can modify the campaign almost instantly based on performance. Some PPC management systems even track phone calls and emails to deliver true return-on-investment intelligence. Can you think of any other advertising programs that can make that claim?

Continued on page 22



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National Swimming Pool Foundation® launches first recreational water illnesses online course and book

Preventing illness helps ensure safer summer fun

Just in time for summer, non-profit National Swimming Pool Foundation® (NSPF®) launches the Recreational Water Illnesses

online training course and handbook. The course is intended to help professionals understand and prevent illnesses, with the goal of

ensuring a safer summer of fun for pool goers. Public health officials, pool operators, aquatic managers, pool/spa service companies, suppliers and manufacturers will gain a comprehensive and detailed understanding about the control of RWIs. "It is hard to get excited about rashes, diarrhea and pneumonia. However, it is exciting when this field's leading microbiologist, Roy Vore, Ph.D., composes a masterpiece to help us minimize those maladies," says Thomas M. Lachocki, Ph.D., CEO of the NSPF. "The online course provides convenient training with a dynamic learning experience that includes narration, images, video, and interactive activities, and a copy of the Recreational Water Illnesses handbook," reinforces Alex Antoniou, Ph.D., Director of Educational Programs at NSPF. The course costs \$75.00 USD per student. Registrants have access to the online training for six months once purchased and can retain the book as a long-term reference. Participants can register for the Recreational Water Illnesses online training course at www.nspf.org and click on online training, or email info@nspf.org for more information.

"Our field is built on science. The better we understand it, the better we can prevent disease out-

Continued on page 20



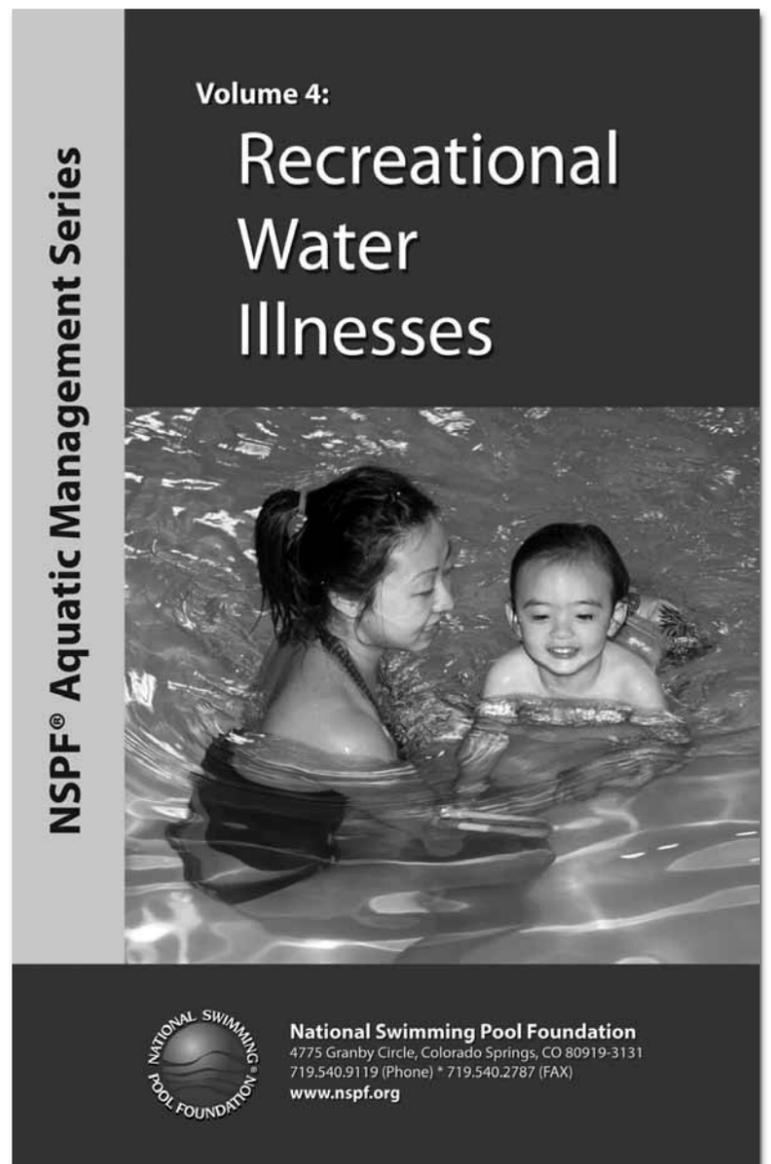
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“Step Into Swim™” 10-year campaign announced

National Swimming Pool Foundation® says creating more swimmers ideal solution to shrink healthcare inflation, reduce drowning rates and help spur industry growth.

Imagine a decline in health-care cost inflation, reduction in drowning tragedies, improved qualities of life and health, all contributing to industry growth. This can be achieved, according to the National Swimming Pool Foundation® if we simply teach more and more people of all ages to swim. The non-profit, philanthropic organization is launching the Step Into Swim™ Campaign this year, in an effort to improve public health and reduce drowning. The 10-year campaign will initially partner with nine organizations that teach children, adults, and minority populations to swim. Increasing the numbers of swimmers also builds demand for public and residential pools, spurring growth for the pool, spa and aquatic industry and those who work in this fun and health-focused field.

“Pool builders, retailers, service companies, renovators, distributors, manufacturers and industry associations all have a vested interest in the world having more swimmers,” says Thomas M. Lachocki, Ph.D., CEO with the National Swimming Pool Foundation. “More swimmers means more healthy people who are less likely to drown and more likely to



*For Fun.
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For Family Safety.*

buy a pool and all the associated products,” he adds. “Becoming a swimmer is the first step to opening a spectrum of fun and healthy activities for the entire family — grandparents, grandkids and everyone in between,” adds John Puetz, President of the National Swimming Pool

Foundation Board of Directors. The Step Into Swim Campaign asks pool, spa, and aquatic businesses and associations, and the public sector to sponsor organizations that are already teaching people to swim. The National Swimming Pool Foundation issued a White Paper

to help the public and private sector understand the enormous issues facing our society. The paper explains the financial ben-

efit of creating more swimmers — how more people swimming can relieve the skyrocketing *Continued on page 25*

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PAID ADVERTISEMENT

Heat Retention and Water Conservation – What are your options?

By Monique Nelson

Monique Nelson is the Sales & Marketing Manager for Flexible Solutions, the manufacturer of the original liquid solar pool covers.

As a service professional, I am sure you understand the implications of evaporation on a swimming pool – namely, heat and water loss.

Understanding the problem is the second step to overcoming it, the first being recognizing that there is a problem.

The final step is to find a solution, and that is what this article is going to discuss.

Let’s begin with heat loss. If evaporation accounts for approximately 70% of heat loss on a swimming pool, and using a liquid solar cover can reduce heat loss by approximately 50%, than a liquid pool cover is an obvious solution to the problem. But there is more to it than just that.

It is true that Heatsavr™ and / or Ecosavr™ will cut overnight heat loss in half.

That will allow the pool to have a higher starting temperature each morning, further allowing the pool to gain more heat during the day, creating a gradual gain in temperature.

What not everyone realizes, though, is that swimming pools also lose heat during the day – even when the sun is out. Using a liquid cover, as opposed to only applying a traditional plastic blanket at night, will maximize the heat a pool gains during the day.

This is the type of information home pool owners will find very useful, and will help you offer more products to your customers. Information like this, and much more, is available in a free guide written by Flexible Solutions, which you can download or recommend to your customers by visiting:



liquidpoolcovers.com/free_guides

There are many pool owners that are not overly concerned with water temperature at this time of year, but who are paying attention to the idea of conserving water in their swimming pool.

As you know, evaporation is one of the largest causes of water loss and, once again, covering the swimming pool is a really great solution.

Swimming pools lose significant levels of water throughout the day and night, so using a plastic pool blanket will help when it covers the pool, but will do absolutely no good when the blanket is not properly applied.

A liquid pool cover will protect the water in any swimming pool 24 hours a day, 7 days a week. It is such a great idea that the SRP, a utilities provider in Phoenix, AZ, did a test study on the benefits of liquid pool covers. They were able to prove water savings of 30 – 50%.

Considering in their local swimming pools will generally lose their entire contents each season, there is the potential to save thousands of gallons of water each year, in a single pool!

With results like that, swimming pool owners and operators are opting to use a liquid pool cover even when they don’t care to save any heat in their pool. Water is becoming too precious to waste, and solutions to start saving water – EASY SOLUTIONS – are welcomed with open arms.

Heatsavr™ and Ecosavr™ are available through most major distributors across North America and the manufacturer, Flexible Solutions, is always available to support their products with marketing and educational materials, customer service, and more.

Flexible Solutions values marketplace responsibility and is happy to stand behind all the claims they make about their liquid pool covers. You can find a variety of 3rd party safety and efficiency research published on their website

When you choose a liquid pool cover, make sure it is the original, tested and proven, product line.

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

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

NSPF online course

Continued from page 18

breaks," says Vore, the author. "This material is quite advanced compared to any other topic in our industry. We have set a new standard for comparison and simultaneously delivered a badly needed tool," adds Vore. "NSPF deserves credit for their leadership in bringing these educational tools in print and online to help make the science accessible to people around the world." The Recreational Water Illnesses online training course applies the principles of risk management to the control of RWIs. The course takes the participant through the basic steps of identifying the health threats present, unique features to those threats, understanding what the possible consequences would be, identifying ways to reduce the risks and finally, prioritizing the risk reduction. The RWI course and handbook include peer-reviewed scientific articles, and recognized references including the Centers for Disease Control

and Prevention and the World Health Organization. Numerous illustrative references and a list of useful websites are provided.

The following topic areas are examined:

- Risk management and how it applies to RWIs
- Microbes and diseases
- Recreational Water Illnesses overview
- Gastrointestinal illnesses caused by microorganisms; how outbreaks occur
- Increased risk facilities
- Dermal RWIs, infectious and non-infectious
- Distinguishing chemical and bacterial rashes
- Respiratory RWIs, infectious and non-infectious
- Other microorganisms and diseases in aquatic settings
- Methods for routine control of RWIs
- Methods for remedial control of RWIs

The National Swimming Pool Foundation, an Authorized Provider for the International Association for Continuing Education and Training (IACET) is authorized to offer IACET CEUs for the Recreational Water Illnesses online training course. Students who successfully complete the RWI training course can submit for IACET credits by contacting NSPF.

Background

Recreational Water Illnesses (RWIs) are caused by microscopic organisms such as bacteria, viruses or protozoa. They are spread by swallowing, breathing, or having contact with contaminated water in swimming pools, hot tubs, water parks, interactive fountains, lakes, rivers or oceans. RWIs can also be caused by organisms that find their way into the water from the environment—the air, the soil, water, and animals, or from other users. RWIs can cause a wide variety of symptoms, including gastrointestinal, skin, ear, respiratory, eye, neurologic and wound infections. Diarrhea is the most common RWI and is often caused by pathogens like *Cryptosporidium* (Crypto), Norovirus, *Shigella*, *Escherichia coli* 0157:H7 and *Giardia*. Children, pregnant women, and people with weakened immune systems are most at risk for RWIs. Large outbreaks occur more frequently in the summer.

The CDC reports in the past two decades there has been a substantial increase in the number of RWI outbreaks associated with swimming. Crypto, which can stay alive for days even in well-maintained pools, has become the leading cause of swimming pool-related outbreaks of diarrheal illness.

From 2004 to 2008, reported

Continued on page 22

The IPSSAN subscriptions available to employee members

Would you like your employees to read The IPSSAN each month? All you need to do is contact the IPSSA Financial Office (888-391-6012 or sue@cramercpa.com) and make the request.

Hayward® Pool Products eliminates monthly subscription fee for Aqua Connect® web remote pool management

Aggressive new pricing strategy makes service affordable to the masses

Hayward® Pool Products' Aqua Connect® web remote pool management just got even more affordable for the service trade and pool owners. Designed primarily for the service trade and operators who have to manage multiple pools in various locations, Aqua Connect Web helps servicers monitor and identify possible problems, remotely, so diagnostics and adjustments can be made from anywhere without having to charge their customers a monthly fee.

According to Hayward, Aqua Connect Web is as much a selling feature for the trade as it is a service tool. With Hayward's Aqua Connect Web, the service trade can monitor and manage all the pools on their routes with no monthly subscription fee. It puts them in direct contact with hundreds of their customers' pools simultaneously with just a few clicks. More than 100 pool and spa conditions, parameters and settings can be monitored, controlled and acted on from the office or from the road using any Wi-Fi device such as a laptop, BlackBerry®, Droid®, iPhone®, iPad® or iPod Touch®.

"Aqua Connect is revolutionizing the service trade in many ways,

not the least of which by increasing efficiency and competitiveness, while growing their businesses," said Hayward Product Management for Automation and Backyard Synergies Greg Fournier. "Now without a monthly subscription fee, the trade can reach out to pool owners who may have been skeptical about the need for Aqua Connect Web, particularly those with shorter seasons. Eliminating the monthly subscription, helps servicers put the emphasis back on Aqua Connect Web's number one attribute, peace of mind their pool is always being watched over."

Pool owners and pool professionals can benefit from Aqua Connect in multiple ways:

- Professional, cutting edge, affordable pool maintenance service.
- Enables servicers to differentiate their business from the competition.
- Significant business growth without increasing staff or expenses.
- Easy up-sell to profitable technology platforms.
- Reduces service calls, while enabling them to be better prepared for the calls they make.

- Receive alerts, and service history reports, charts and graphs to help identify trends.
- Protects their investment during warranty period.
- Reduces inventory and chemical costs.

- Premium service means higher rates at lower costs.
- Solve water and equipment issues before they get out of hand.
- Perform energy audits and ultimately saves customers money.

For more information on Hayward Aqua Connect Web Remote Pool Management System, go to www.hayward.com or call 1-888-HAYWARD.

Hayward Commercial Pool

Continued from page 16

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LSCUS11050	UCL SPA COLOR 12V 50FT	SP0532SLED50
LSCUS11100	UCL SPA COLOR 12V 100FT	SP0532SLED100
Call Hayward	Call Hayward	SP0532SLED150
LQKUY1000	UCL FAUX CHROME SPA TRIM RING	

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NSPF online course

Continued from page 20

Crypto cases increased over 200% (from 3,411 cases in 2004 to 10,500 cases in 2008). Although Crypto is tolerant to chlorine, most germs are not. Thus, keeping chlorine at recommended levels is essential to maintain a healthy pool. Yet, a 2010 study found that 1 in 8 public pool inspections resulted in pools being closed immediately due to serious code violations such as improper chlorine levels.

In 2008, the CDC and the National Swimming Pool Foundation established a Cryptosporidium (Crypto) Outbreak Alert System to help aquatic facilities protect their patrons from recreational water illness. Discussion of the system is also included in the online training course. The system is relatively simple. It focuses on building awareness of the risk and revealing prevention strategies. Each Alert

includes the general location of the outbreak and a link to the Crypto Toolkit. Toolkits are posted both at the CDC and NSPF websites. To sign up for Outbreak Alerts, click on this link.

Many unanswered questions remain on Crypto. NSPF continues to fund research in this area and presenters will report on updates at the ninth World Aquatic Health Conference, October 10-12, in Norfolk, Virginia. "Recreational facility management can mount a proactive effort to prevent RWI outbreaks in their area by taking advantage of this comprehensive course now and be prepared for the season," concludes Dr. Lachocki.

Website marketing

Continued from page 17

Set a budget

PPC can be much more cost effective compared to traditional advertising methods: Yellow Pages, newspaper and magazines, direct mail, radio, billboards, etc.

Your budget depends on the size of your market and the level of search engine dominance you want to achieve. For most pool and spa experts \$500 per month is a good baseline starting point. But if you are in a Top 20 market, or want to see a fast spike in new lead volume, you should expect to invest more.

For more strategic budgeting, consider how much a customer is worth to your bottom line and how much new business you would like. Multiply those two numbers together and then take 10%-30% of that number to determine a sensible investment in marketing for your business' future. Budget that amount over a three to six-month period to get started.

It is very important to understand that the professional quality of your website largely affects the number of clicks that convert into new business leads. If your website is outdated you should strongly consider improving it before investing in PPC marketing.

Can I do it myself?

Yes. PPC programs are accessible to all. The major players like Google and Yahoo have done a good job of providing information, glossaries and step-by-step instructions to guide you through the process. Google's product is called AdWords and even has a keyword tool to simplify the selection process. It suggests useful keyword variations and related terms.

Some businesses want the additional and consistent web traffic that PPC can bring but don't have the time and expertise to set up a program and track it properly. If your time is tight, consider seeking help from your website provider.

Conclusion

More and more pool and spa experts have discovered that in this economy -- where there are fewer new customers -- you need to market more, not less. They have joined the advertising revolution by using PPC to get premium rankings on Google and Yahoo. In essence, they are now using the 21st Century's Yellow Pages. PPC marketing is a proven and predictable tool to get in front of the many available new customers who use the web every day to find local businesses.

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

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

Cyanuric acid: It controls your pool

Continued from page 1

CYA does. Here are the things that CYA does:

- ◆ CYA protects chlorine from UV (ultraviolet rays from the sun).
- ◆ CYA controls how well the chlorine in the water works
- ◆ CYA buffers both pH and chlorine itself

Thus CYA affects pH, total alkalinity, water balance, the Saturation Index and the killing power of the chlorine while protecting the chlorine from sunlight. That's pretty impressive for a single chemical.

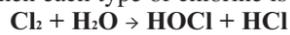
Chlorine Loss is 75% in 2 Hours in Sunlight without CYA

It is well known that CYA protects chlorine from UV degradation. It has been quoted many times 90-95% of unprotected chlorine is lost within 2 hours by direct exposure to sunlight. This is realistic when the water is very shallow and if the pH is near 7.5. The half-life of hypochlorous acid (HOCl) in direct noontime sun is about 2 hours while for hypochlorite ion (OCl⁻) it is about 20 minutes and for a 50/50 mix of HOCl and OCl⁻ near a pH of 7.5, it is roughly 30 minutes. After 2 hours in sunlight, chlorine concentration is reduced to 90-95%. At 4.5 feet depth, the half-life is about 1 hour and **the more typical loss after 2 hours is around 75%** (with no bather load). Nevertheless, the main point here is that with no CYA in the water, the chlorine is degraded rapidly in sunlight.

CYA slows down the UV catalyzed degradation rate of chlorine. In fact, **30 ppm CYA keeps chlorine in the pool water roughly 8 times longer than without it.**

Chlorine in Water Reactions

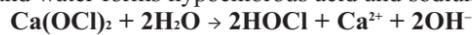
Before discussing how CYA works, we must first understand that when we add chlorine in any form to water, a rapid reaction occurs which produces hypochlorous acid (HOCl). The only differences are in what else these different types of chlorine add to the water. Here is what happens when each type of chlorine is added to water:



gas chlorine and water forms hypochlorous acid and hydrochloric acid



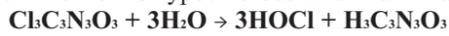
sodium hypochlorite and water forms hypochlorous acid and sodium ion and hydroxyl ion



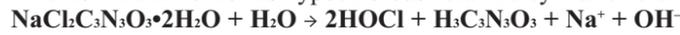
calcium hypochlorite and water forms hypochlorous acid and calcium ion and hydroxyl ion



lithium hypochlorite and water forms hypochlorous acid and lithium ion and hydroxyl ion



trichlor and water forms hypochlorous acid and cyanuric acid



dichlor dihydrate and water forms hypochlorous acid and cyanuric acid and sodium ion and hydroxyl ion

The important compound here is hypochlorous acid (HOCl). It is the killing form of chlorine. HOCl is the disinfecting form of chlorine in water that kills bacteria, algae, mold, mildew, protozoa and other undesirable, disease-causing organisms including the inactivation of viruses. Chlorine kills many bacteria with 99.9% reduction in less than 1 minute. It also is the active form of chlorine used in substitution reactions which produces combined chlorine and disinfection by products. Some is also used in oxidation.

A second dissociation reaction is nearly instantaneous: Hypochlorous acid (HOCl) produced by adding any type of chlorine dissociates (comes apart into its ions) according to the following equation:



hypochlorous acid dissociates into hydrogen ion and hypochlorite ion

This is a reversible reaction as is indicated by the arrows pointing in opposite directions. It also indicates that this reaction is not only reversible but it is in equilibrium. This means that a change on one side of the reaction is immediately compensated for by a shift or change on the other side of the reaction to maintain equilibrium. If some HOCl is removed from the water by it destroying bacteria, it is immediately compensated for by some OCl⁻ converting back into HOCl. Equilibrium will be maintained. As HOCl is used up, more and more OCl⁻ converts into HOCl to do the killing and destroying. So the OCl⁻ is a reservoir for HOCl.

Together HOCl and OCl⁻ are free chlorine and total chlorine.

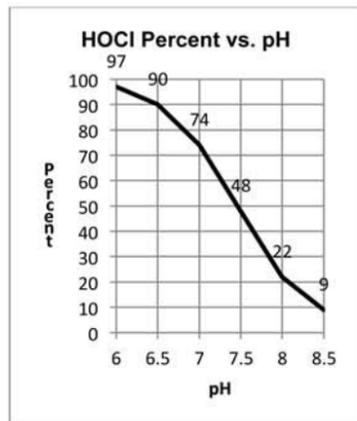
Effect of pH on HOCl and OCl⁻

As the above equation shows, the H⁺ concentration (pH) determines how much HOCl and OCl⁻ are produced. The lower the pH (greater amount of H⁺), the more the equilibrium reaction shifts to the left. The lower the pH the more hypochlorous acid or the more chlorine is in the killing form. The most effective or strongest killing form of chlorine in pool water is HOCl. OCl⁻ kills at a slower rate but it is about 30 to 100 times less effective than HOCl, depending on the organism and water conditions.

The pH of the water determines how much HOCl and OCl⁻ there is.

Here is a chart and a graph showing the percentages of HOCl and OCl⁻ at various pH values at a typical pool temperature of 80°F with no CYA.

pH	% HOCl	% OCl ⁻
6.0	97	3
6.5	90	10
7.0	74	26
7.2	65	35
7.4	54	46
7.5	48	52
7.6	43	57
7.8	32	68
8.0	22	78
8.2	16	84
8.5	9	91



When the pH goes from 7.5 to 8.0 with no CYA, you can see from the chart that HOCl goes from 48% down to 22%, a drop of more than 50%.

However, when CYA at 30 ppm is present and the pH goes from 7.5 to 8.0, the drop in

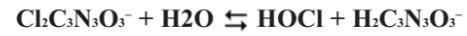
HOCl is only 15%. So CYA buffers against (prevents) the huge drop in HOCl as the pH rises.

Most articles and written information about chlorine only show the above chart and do not discuss the fact that CYA has this huge buffering effect on HOCl, OCl⁻ and chlorine bound to CYA.

CYA Slows Down Chlorine Kill Times

When chlorine and CYA are in the water, the chlorine is bound to CYA and that is determined by chemical equilibrium. The slowdown in kill times is significant. This slowdown has been known for decades in multiple scientific peer-reviewed papers in respected journals. HOCl, OCl⁻ and all forms of chlorine bound to CYA together are free chlorine (FC) and total chlorine (TC). **It is up to you to know how much of the chlorine that is in the water is in the killing form (HOCl). This requires knowing the pH and CYA level in addition to FC.**

The most dominant reaction in water with Chlorine and CYA is:



chlorine bound to cyanuric acid and water forms hypochlorous acid and cyanurate ion

Notice that the arrow pointing to the left is larger than the arrow pointing to the right. This is because at typical CYA levels in a pool, the vast majority of chlorine (97%) is bound to CYA with only a small amount being hypochlorous acid (HOCl). Fortunately, it only takes a small amount of active chlorine (HOCl) to kill most disease-causing organisms. It takes a higher amount of HOCl to prevent algae from growing which is why for residential pools, the FC and CYA levels should be set at levels high enough to prevent algae.

Again, this shows that cyanuric acid (CYA) is a reservoir for the active killing form of chlorine (HOCl).

A simple analogy is having front-line soldiers with rifles and separate soldiers in reserve. The rate of killing the enemy has nothing to do with how many soldiers you have in reserve or how quickly the soldiers in reserve replace those fallen on the front-line (assuming that replacement rates are reasonably fast such as in seconds for the FC test). Just as OCl⁻ is essentially a reserve for HOCl, so is the chlorine attached to CYA (Cl₂C₃N₃O₃⁻).

Having 30 ppm CYA in the water lowers kill times by a factor of at least 15 to 30.

When Cl is attached to cyanuric acid, it is protected from sunlight though the rate of chlorine loss is greater than predicted solely on the basis of the remaining unbound chlorine in the water. Therefore, it is possible that some chlorine breaks down even when bound to CYA, but that it is far less frequent because it has a longer half-life.

Killing Bacteria and Algae

For bacteria, the time it takes to double in population under ideal conditions is around 15 to 60 minutes. For algae, the time it takes to double in population is around 3 to 8 hours. Clearly the kill rate must exceed the growth rate for bacteria or algae. Specifically, that means killing more than half of the bacteria or algae in the time that it takes bacteria or algae to double in population.

The rate of killing algae is directly proportional to the HOCl concentration. Therefore, the total chlorine concentration is relevant only to ensure that the sole killing form of chlorine HOCl is not depleted. The amount in reserve has nothing to do with the rate of killing algae – only the concentration of HOCl matters for that.

This concentration is roughly proportional to the FC/CYA ratio. Remember the soldier analogy – it doesn't matter if you've got millions of soldiers in reserve if you've only got a handful on the front lines doing the actual killing.

Minimum FC 7.5% of CYA

It is necessary to maintain an [FC]/[CYA] ratio wherein the algae kill rate significantly exceeds growth rate considering other factors such as imperfect circulation. For each CYA concentration, there is an [FC]/[CYA] ratio such that hypochlorous acid is present sufficiently to control algae under all possible conditions.

Within limits, an increase in the concentration of nutrients, such as phosphates or nitrates, will promote algae growth only up until some limiting factor is reached for some nutrient. And there is always such a factor since the amount of sunlight is fixed and the rate of cell division is also ultimately limited by temperature due to the rates of chemical reactions and to physical processes.

This is why pools even with high phosphates and nitrates can still have algae completely controlled using chlorine alone. Although such pools are on the edge, so if the FC gets too low the algae grows faster than the chlorine kills it. However, it would take algae about 3 hours to double, so it's not in seconds or minutes. For bacteria, the doubling time is 15 minutes or so, which makes the growth more noticeable since one bacterium can become 4 billion in 8 hours if there is a doubling every 15 minutes. For algae, even with 3 hour doubling, one algal cell can become 256 after one day. This is why algae growth almost always starts out being invisible with a seemingly mysterious increase in chlorine demand and then only later becomes visible often as dull water, then cloudy, and then green (some algae go pretty much straight to green as even small amounts make their chlorophyll visible).

So shocking the pool (adding 10 ppm of chlorine or more) increases the FC/CYA concentration ratio. This causes more of the FC to exist as unbound HOCl, the killing form of chlorine. Increasing the FC and CYA concentrations such that their ratio remains constant does not alter the HOCl level or consequently, the kill rate. Increasing the CYA concentration without a compensating FC increase reduces kill rate. Here, the [FC]/[CYA] ratio is reduced with a compensating loss of HOCl. However, it is the HOCl concentration that is immediately important. If the proper FC/CYA level is maintained at all times, then shocking a pool is not necessary.

It should be very clear that, given a minimum FC concentration, the FC/CYA ratio (free chlorine to cyanuric acid ratio) determines algae growth rates. When the FC is 7.5% of CYA concentration, then algae growth can be suppressed in almost every manually dosed pool. For saltwater chlorine generator (SWG) pools, the minimum FC concentration is about 5% of the CYA level.

Many pools are treated with trichlor tabs and have the CYA rise and then pool owners wonder why they get algae as the swim season progresses in spite of having the recommended 2-4 ppm FC levels. **It is important to understand that it is the FC/CYA ratio that determines the active chlorine level that inhibits algae growth and not FC alone.** If a pool started out with 30 ppm of CYA then 7.5% of 30 ppm is 2.25 ppm of FC. But as time goes by the CYA level can build up to 50 ppm, 80 ppm or 100 ppm. This would require 7.5% x 50 = 3.75 ppm FC, 7.5% x 80 = 6.0 ppm FC and 7.5% x 100 ppm = 7.5 ppm FC. You can see that 2.0-4.0 ppm of FC will only prevent algae when the CYA level is less than 50 ppm

Continued on page 24

Cyanuric Acid

Continued from page 23

CYA levels can quickly climb from using products containing CYA – trichlor and dichlor. Here are the amounts without needing pool gallons or product concentrations:

- For every 10 ppm of FC (free chlorine) added by trichlor, it raises CYA by 6 ppm
- For every 10 ppm of FC (free chlorine) added by dichlor, it raises CYA by 9 ppm

How CYA Works

Cyanuric acid (CYA) absorbs ultraviolet (UV) radiation directly which shields the lower depths of water and protects chlorine in those lower depths from UV decomposition. A primary result of the presence of CYA in the water with hypochlorous acid is that they combine to form a set of chemical species collectively called chlorinated isocyanurates; these compounds also absorb UV without significant decomposition. There are 6 different species of chlorinated isocyanurates (that is, chlorine attached to CYA) and 4 different species of cyanuric acid and its dissociated ions. There are 13 simultaneous chemical equilibrium equations of the CYA, chlorinated isocyanurates, hypochlorous acid and their combinations.

Chlorine combines with CYA to form new chemicals – chlorinated isocyanurates. These new chemicals are not significant disinfectants or oxidizers. CYA has a moderately strong affinity for chlorine so most of the chlorine in the water is thus bonded and held in reserve.

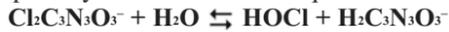
For example, when the pH is 7.5, 3.5 ppm FC and 30 ppm CYA, 97% of the chlorine is bonded to CYA. Nevertheless, this chlorine is accounted for by the DPD free chlorine test because the chlorine is released from the CYA quickly enough to replenish the chlorine that is consumed by the test. **The DPD free chlorine (FC) test does not measure active chlorine, only the chlorine reserve which is largely inactive.**

Simplified Chemical Equations

This will get a little technical but there is not a convenient alternative way to say it. **It is important because it is the basis for understanding the Chlorine-CYA relationship.**

We focus on the dominant chemical species found at the usual pool water pH. There are 6 different chlorine-CYA reaction compounds.

The following is the primary relevant chemical equation to focus on:



chlorine bound to cyanuric acid and water forms hypochlorous acid and cyanurate ion

Notice that the arrow pointing to the left is larger than the arrow pointing to the right. This is because at typical CYA levels in a pool, the vast majority of chlorine (97%) is bound to CYA. “Bound”, in this case is technically a separate chemical compound, not just some sort of loose association.

At chemical equilibrium, most molecular collisions do not result in chemical reactions. For the above system, the equilibrium constant is small, indicating that at equilibrium, the chlorine bound to cyanuric acid is present in larger quantity than that of HOCl.

In fact, at a pH of 7.5, 97% of the chlorine is bound to CYA. Therefore, with a pH of 7.5 there is 1.5% hypochlorous acid (HOCl), and 1.5% hypochlorite ion (OCl). Remember that at a pH of 7.5, we have about 50/50 HOCl/OCl⁻.

Reaction Speed and Testing

The equilibrium constant for this system is small which indicates that the dominant reaction is right to left and it indicates that the reaction time is slower. If all of the hypochlorous acid were depleted, then it would take approximately 4 seconds for half of the amount of chlorine bound to CYA to be converted to hypochlorous acid. In practice, very little gets converted (unless chlorine is exhausted rapidly), and the reaction decelerates until eventually it ceases altogether. All this occurs in less than one second. Because of this and similar reactions occurring so quickly, free chlorine tests don't measure HOCl concentrations. Instead, they determine the sum of the concentrations of the chlorinated species in the above equation, the sum of the concentrations of the active and reserve chlorine.

Here is the Math

The above equation is described by a chemical equilibrium constant as shown by the following:

$$[\text{H}_2\text{C}_3\text{N}_3\text{O}_3^-] * [\text{HOCl}] / [\text{HC}_3\text{N}_3\text{O}_3^-] = 2.4 \times 10^{-6}$$

I will not show you all the math and rearranging the above equilibrium constant. The bottom line is that

$$[\text{HOCl}] \text{ is approximately } 2.4 \times 10^{-6} * [\text{FC}] / [\text{CYA}]$$

hypochlorous acid is .0000024 x free chlorine/cyanuric acid

With a couple of more conversions so the units of measure equal, we finally have:

$$\text{HOCl is approximately } 0.31 * \text{FC} / (\text{CYA} - (1.8 * \text{FC}))$$

hypochlorous acid is 0.31 x free chlorine/(cyanuric acid minus (1.8 x free chlorine)

With an FC of 3.5 ppm and CYA of 30 ppm this results in 0.046 ppm FC which is within 10% of the correct result which is 0.051 ppm.

You can see where the FC/CYA ratio comes from – it is a direct result of the chemical equilibrium between chlorine attached to CYA vs. separate chlorine and CYA.

It should be understood that HOCl concentration is a very small part of what is read in a FC test. In fact, HOCl concentration is about 1.5% of the total amount of FC at a pH of 7.5. Accordingly, 3.5 ppm chlorine in the water with 30 ppm CYA is converted only to 0.051 ppm HOCl.

The minimum HOCl concentration in pool water for preventing algae population growth is, by consensus, 0.05 ppm. However, this is debatable: The World Health Organization suggests the minimum for disinfection is 650 mV which corresponds to about 0.011 ppm HOCl and still claims from other sources vary from 0.02 to 0.1 ppm HOCl.

Based on the above information, the minimum FC concentration to prevent algae growth and to keep bacteria under control is 7.5% of the CYA concentration.

This chart shows the minimum FC level based on 7.5% of the CYA level.

CYA, ppm	Min FC, ppm
20	2
30	2
40	3
50	4
60	5
70	5
80	6
90	7
100	7

Notes:

For CYA levels, over 80 ppm, you should drain part of the water and refill to lower the CYA level. Having more than 6 ppm of FC in the pool with CYA is not recommended.

Indoor Pools Can Benefit from Using CYA Too.

The primary reason for using a small amount, say 20 ppm CYA, in indoor pools is to be able to keep a lower active chlorine concentration with an ample chlorine reserve. A 4 ppm FC with 20 ppm CYA is equivalent to around 0.2 ppm FC with no CYA at 77°F. This equivalence increases with temperature. Reducing the FC concentration decreases harshness on swimsuits, skin and hair and produces less nitrogen trichloride. (Nitrogen trichloride is a chloramine that can be in the air above the water in indoor pools. It can cause asthma and some people may develop sensitivity to it.)

Note that indoor pools not exposed to sunlight frequently require supplemental oxidation such as UV; ozone or MPS (monopersulfate) to help control organic compounds from bather load and some disinfection by-products. Using CYA in indoor pools contradicts recommendations and sometimes regulations of many states for commercial or public pools although CYA is permitted in outdoor pools everywhere except New York. This inconsistency comes from the incorrect belief that CYA only shields chlorine from sunlight, and ignores the chlorine/CYA relationship regarding hypochlorous acid.

Chlorine Lock

Chlorine lock is a myth. The weak chlorine-CYA bond is broken by anything oxidizable with the concurrent release of chlorine. There is no chlorine lock. At low [FC]/[CYA], usually as a result of a CYA concentration increase without a proportional increase in FC concentration, the growth rate of algae population exceeds the chlorine kill rate. At first, and without visible indication of algae, this can appear to be caused by some mysterious chlorine demand. Probably, this is the origin of the “chlorine lock” concept. Bacterial catalyzed conversion of CYA to ammonia can occur if the FC concentration approaches zero. That would seem to be a form of chlorine lock, but the explanation is that more chlorine is needed to compensate for this ammonia production.

CYA Capacity to Buffer pH

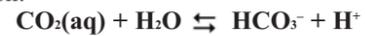
A common misconception is that TA (total alkalinity) is a direct measure of pH buffering. This is not true. **Total Alkalinity is only a measure of pH buffering CAPACITY, and against a decrease in pH.**

Buffering System

Water contains:

- CO₂ (aq) (aqueous carbon dioxide)
- H₂CO₃ (carbonic acid)
- HCO₃⁻ (bicarbonate anion)
- CO₃²⁻ (carbonate anion)

Only HCO₃⁻ (bicarbonate ion) and CO₃²⁻ (carbonate ion) comprise Total Alkalinity (TA). The carbonate concentration is much less than that of the bicarbonate ion at these pH values. The governing concept regarding the dissolution of atmospheric carbon dioxide is summarized by this equation:



Aqueous Carbon Dioxide + Water <---> Bicarbonate Ion + Hydrogen Ion

At a pH of 7.5, the equilibrium concentrations of bicarbonate ion and aqueous carbon dioxide are 94.1% and 5.7% respectively. Therefore at typical pool pH values, bicarbonate ion (HCO₃⁻) is the primary buffer against a decrease in pH.

A similar analysis for the cyanuric acid buffering system shows that the following equation is primary:

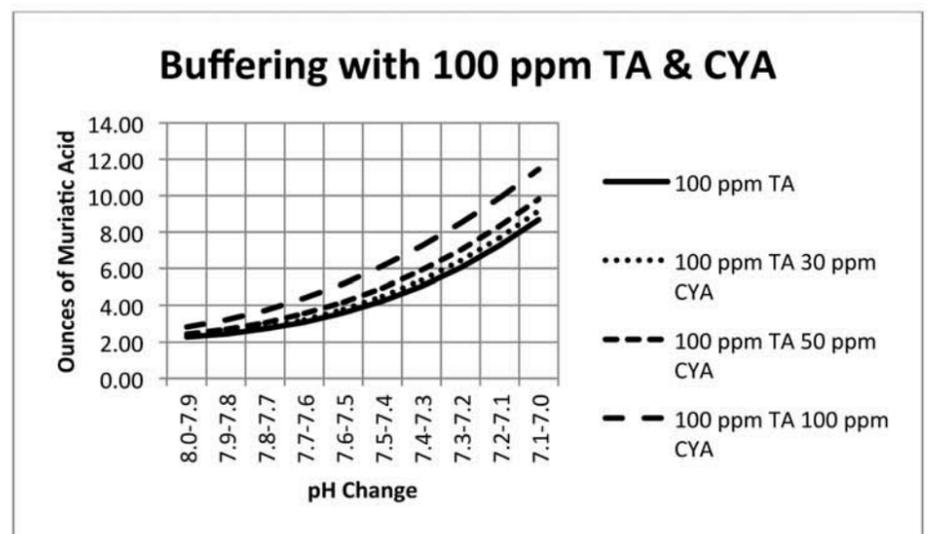


Cyanuric Acid <---> Cyanurate Ion + Hydrogen Ion

At a pH of 7.5, the distribution is 82% cyanurate ion (H₂C₃N₃O₃⁻) and 18% is cyanuric acid (H₃C₃N₃O₃), the cyanurate ion, should be counted as part of the Total Alkalinity. It is not counted in the calculations of the Saturation Index because here, only the carbonate contribution is required.

Together bicarbonate ion and cyanurate ion make up the buffering system against a lowering of the pH.

Here is a graph showing the buffering capacity of pool water with 100 ppm TA and various amounts of CYA.



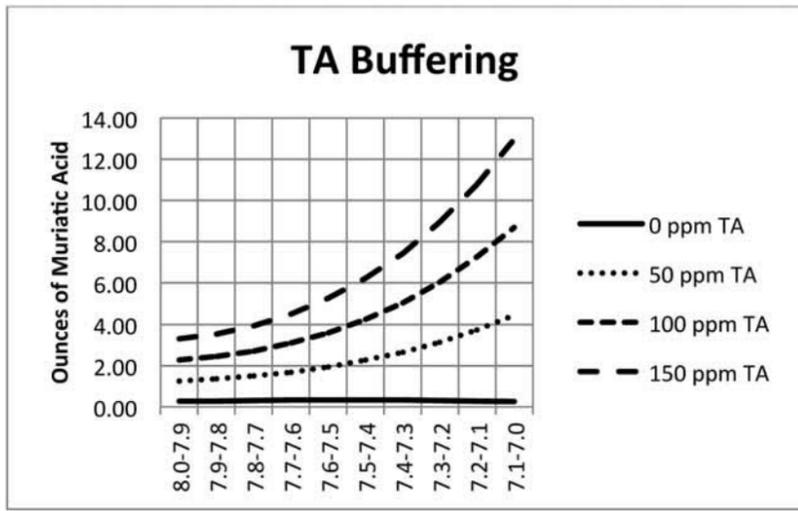
As you can see, at a pH near 8.0 about the same amount of muriatic acid is required to lower pH by 0.1. As the pH approaches 7.0 the buffering capacity of CYA becomes evident. With 100 ppm TA and no CYA it takes 8.7 oz of muriatic acid to make a 0.1 pH change. With 100 ppm TA and 30 ppm CYA it takes 9.18 oz of acid. With 100 ppm TA and 50 ppm CYA it takes 9.82 oz of acid and with 100 ppm TA and 100 ppm CYA it takes 11.45 oz of acid. This is more than 30% more acid to make a pH change. CYA buffers the pool water to resist downward changes in pH.

Just for your information about buffering of pool water, here is a chart showing the amount of acid required to make a 0.1 pH change with 0, 50 ppm, 100 ppm and 150 ppm TA. It clearly shows how TA buffers against downward changes in pH. No CYA only takes 0.26 oz of muriatic acid to make a 0.1 pH change. However at a pH of 7.1 it requires 4.44 oz of acid with 50 ppm TA, 8.7 oz of acid with 100 ppm TA and 12.98 oz of acid with 150 ppm CYA.

Continued on page 25

Cyanuric Acid

Continued from page 24



CYA Adjustments to TA and the Saturation Index Calculation

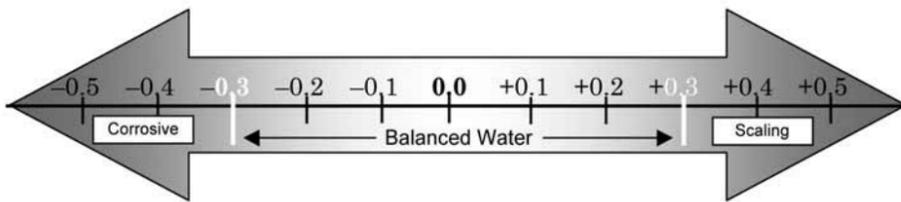
It is not necessary to use any index to maintain proper pool or spa water. You can simply choose to keep the water in the pool or spa according to the industry guidelines or the guidelines suggested by others. If all the chemical parameters are within the ideal ranges, the water will be balanced and not cause any problems.

The most widely used Index is the Langelier Saturation Index (sometimes called The Saturation Index or SI) although it has been modified, revised and adapted many times to numerous water treatment processes and bodies of water.

The new Saturation Index uses the six Water Balance Factors (instead of five) as the basis for this determination.

- pH
- Calcium Hardness
- Total Alkalinity
- CYA
- Temperature
- TDS

Once the tests are made, the six factors are determined and plugged into the formula. The calculation is made and a result is obtained. The goal of "perfectly balanced water" is to have an SI that is 0.00 (zero). Values between -0.3 and +0.3 mean balanced water.



Calculating the Saturation Index

The newest version of the Saturation Index uses the following formula:

$$SI = pH + CH + (TA - (CYA \times F)) + TF - TDSF$$

Saturation Index pH as tested Calcium Hardness Factor Total Alkalinity minus (CYA x Factor) Temperature Factor TDS Factor

Saturation Index Factors

CH Calcium Hardness Factors	
Calcium Hardness, ppm	Factor
5	0.3
25	1.0
50	1.3
75	1.5
100	1.6
150	1.8
200	1.9
300	2.1
400	2.2
800	2.5

TA Total Alkalinity Factors	
Total Alkalinity, ppm	Factor
5	0.7
25	1.4
50	1.7
75	1.9
100	2.0
150	2.2
200	2.3
300	2.5
400	2.6
800	2.9

CYA Cyanurate Factors	
pH	Factors
7.0	0.23
7.2	0.27
7.4	0.31
7.6	0.33
7.8	0.35
8.0	0.36

TF Temperature Factors	
Temperature °F	Factor
32	0.0
37	0.1
46	0.2
53	0.3
60	0.4
66	0.5
76	0.6
84	0.7
94	0.8
105	0.9

TDSF TDS Factors	
TDS, ppm	Factor
100	-12.10
1000	-12.19
2000	-12.29
3000	-12.35
4000	-12.41
5000	-12.44

Saturation Index Example Calculation:

$$SI = pH + CH + (TA - (CYA \times F)) + TF - TDSF$$

Saturation Index	pH as tested	Calcium Hardness Factor	Total Alkalinity minus (CYA x Factor)	Temperature Factor	TDS Factor
Test Results:				Factors:	
pH	7.4				7.4
TA	120 ppm		-(50 x 0.31) = 104.5 ppm		2.0
C. Hardness	300 ppm				2.1
Temp.	80° F				0.6
TDS	900 ppm				-12.10
CYA	50 ppm (used in TA adjustment above)				
				Total	0.00

The factors are determined by looking up the test results in the above Tables.

In Conclusion

CYA affects pH, total alkalinity, and water balance because it is a pH buffer and contributes to total alkalinity. CYA affects the Saturation Index calculation – you must make a CYA adjustment to TA for the calculation. CYA affects the killing power of the chlorine – 97% of chlorine is bound to CYA. CYA acts as a chlorine buffer as the pH rises from 7.5 to 8.0 the HOCl drop is only 15% instead of 50%. CYA protects chlorine from sunlight as it keeps chlorine in the water 8 times longer than without it. That's pretty impressive for a single chemical.

CYA, it really does control your pool.

"Step Into Swim"

Continued from page 19

healthcare cost propelled by physical inactivity, an aging society, and troublingly drowning rates. "Since, 2003, we have given about \$4 million to fund research to solve many important problems and demonstrate the benefits of aquatic activity," says Mr. Puetz. "Now, we will shift more resources and focus more efforts to solve major problems, by encouraging greater aquatic activity," Puetz reinforces.

The White Paper summarizes significant facts that clearly illustrate why it is important for stakeholders to unite to fund organizations that create more swimmers. Scholarly research, industry leaders, key government agencies, and learn-to-swim providers guided the report's content. Obesity and aging place a heavy burden on people with long-term illness and immobility. Similarly, drowning places an enormous

burden on victims, family and friends. Beyond the personal pain, the financial burden of obesity alone is estimated to be \$147 billion/year. In addition, drowning will cost about \$100 billion for the next 20 years. More troubling, about half of Americans are afraid of deep water or cannot swim.

"That is a lot of bad news! The good news is that becoming a 'swimmer' gives people a suitable activity that leads to a healthier society, reduced healthcare costs and prevents drowning," explains Dr. Lachocki. "The better news is that swimming is one of the top three 'aspirational fitness activities' for all ages. The best news is that there are many effective, sustainable organizations right now that help people become swimmers, and they are poised to do more with the right funding," Lachocki emphasizes.

The Step Into Swim

Campaign will officially kick off at the Step Into Swim Congress on October 10, just prior to the 9th annual World Aquatic Health™ Conference in Norfolk, Virginia. The Step Into Swim Congress will feature 9 leading organizations that will present proposals to expand their ability to teach more people to swim. Those featured providers will focus on swim programs for children, fearful adults and children, and minority populations. The nine organizations are: YMCA of the USA, Jewish Community Centers, US Swim School Association, World's Largest Swim Lesson, Miracle Swimming Institute, Strategies for Overcoming Aquatic Phobias, American Red Cross, Make a Splash Campaign, and Swim America. "We are thrilled to organize this campaign, and align with and support these organizations who deliver a valuable primary prevention

practice critical to public health and our country's ability to be economically sound and competitive," says Dr. Lachocki. "In addition to organizing the Step Into Swim Campaign and Congress, the National Swimming Pool Foundation also plans to donate on an annual basis," reinforces Puetz.

"Today, we have rolled out www.StepIntoSwim.org, where potential donors and sponsors can learn more and give. We will

also share more about the upcoming Step Into Swim Congress. The problem is defined. The solution is clear. The better we work together, the more impact we will make," summarizes Puetz. "I dream of the day this campaign creates a million MORE swimmers," he adds. Dr. Lachocki agrees, urging industry and public sector, "Please, take the first step by making a tax deductible donation."

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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., 6:30 p.m.

Roundtable Pizza, 2715 W. Kettle Lane, Lodi
Pres. Rick Plath (209) 951-7926
service@rickspoolservice.com

EAST BAY

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

EAST CONTRA COSTA

Fourth Tues., 6:00 p.m., Canton Garden Restaurant
7840 Brentwood Blvd., Brentwood
Pres. 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. Mark Torrence (209) 384-7425

SACRAMENTO CITY

Fourth Wed., 6:30 p.m.

Plaza Hofbrau, 2500 Watt Ave., Sacramento
Pres. Nathan Williams (916) 213-6889

SOLANA

Third Tuesday, 6:00 p.m.

Ulatis Community Center, 1100 Ulatis Dr., Vacaville.
Pres. Brad Tyrrell (707) 628-3732
brad@aquaclearpoolsrv.com

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. Bob Morel (916) 662-4301

REGION 2 (CENTRAL CALIFORNIA)

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

E-mail: rpspool@verizon.net

BAKERSFIELD

First Tues., 5:30 p.m., John's Incredible Pizza Co.
3709 Rosedale Highway, Bakersfield
Pres. 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
eaglepondguy@earthlink.net

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

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: Adam Morley
(310) 493-3565

E-mail: adam@paradisepools.biz

CENTRAL LOS ANGELES

Second Mon., 6:20 p.m.

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

EAST LONG BEACH

Second Thurs., 6:30 p.m., Ferraro's Cucina Italiana
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. Rick Morris (310) 755-5279

WESTSIDE

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

WHITTIER

First Wed., 7 p.m.

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

REGION 5 (ORANGE COUNTY)

B.O.R.D. Member: 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. Martin Smith (949) 677-1411
bluebalancepoolservice@cox.net

CENTRAL ORANGE COUNTY

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

DANA POINT: Second Tues., 6 p.m.,

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

HUNTINGTON BEACH

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

MISSION VIEJO

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

NORTH ORANGE COUNTY

Second Wed., 7 p.m.

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

ORANGE COUNTY

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. Jim Strother (714) 962-9710

ORANGE COUNTY POOL PROFESSIONALS

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

Claim Jumper Banquet Room, 18050 Brookhurst St.,
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SADDLEBACK VALLEY

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

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

10560 Los Alamitos Blvd., Los Alamitos
Pres. Ken Tipton (562) 430-8515

SURF CITY

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

TUSTIN/IRVINE

Second Tues., 6:00 p.m., PSOC Waterline Technologies,
220 N. Santiago Street, Santa Ana
Pres. Rich Foley (714) 974-1514

YORBA LINDA

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

REGION 6 (INLAND EMPIRE)

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

Web site: www.region6ipssa.com

CORONA

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

HEMET: Third Wed., 6:00 p.m., El Jalapeno
1999 N. State Street, Hemet

Pres. John Bettencourt (951) 925-2442
bettencourt@msn.com

MENIFEE VALLEY

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

ONTARIO/ RANCHO CUCAMONGA

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

PALM DESERT

Third Thurs., 7:00 p.m.

Sloan's, 81539 US Hwy 111, Indio CA
Pres. Matt Kauber (760) 775-7477
salernopools@yahoo.com

PALM SPRINGS

First Wed., 6:30 p.m.

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

REDLANDS:

Second Tues., 6 p.m.

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

RIVERSIDE

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

TEMECULA/MURRIETA

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

REGION 7 (SAN DIEGO COUNTY)

B.O.R.D. Member: Joe Lukacik
(619) 508-8587

E-mail: joe.sunpools@yahoo.com

CARLSBAD

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

ESCONDIDO

Third Wed., 6:30 p.m., Call for location.
Pres. Matt Hughes, (619) 306-0533
http://escondidoipssa.com

NORTH COUNTY COASTAL

Third Tues., 6:30 p.m.

Brett's BBQ, 1505 Encinitas Blvd., Encinitas
Pres. Daniel Carlson (760) 613-1552

RANCHO DEL MAR

Third Mon., 5:30 p.m.

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

SAN DIEGO

Third Wed., 7 p.m., Mission Valley Resort
875 Hotel Circle S., Mission Valley
Pres. Michael Anderson (619) 589-8848
andersonaqua-tech@cox.net

SAN DIEGO EAST COUNTY

Third Tues., 7 p.m., Pinnacle Peak Steakhouse
7927 Mission Gorge Rd. Santee CA, 92071
Pres. Geoff Matthews (619) 443-2553
g-mat@cox.net

SAN DIEGO METRO

Fourth Thurs., 7:00 p.m.

Coco's, 1025 Fletcher Parkway, El Cajon
Pres. Mike McCourtney (760) 788-0823
kathysunrise1@hotmail.com

REGION 8 (SOUTHWEST)

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

E-mail: badgerpool@yahoo.com

EAST VALLEY

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

HENDERSON:

First Wed., 7 p.m., Village Pub-Horizon Ridge
10900 S Eastern Ave, Henderson NV
Pres. Forrest Owen (702) 372-7200
poolboys@cox.net

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

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

NORTH PHOENIX

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

NORTHWEST LAS VEGAS

First Wednesday, 7:00 pm

Joey's Bar & Grill, 7081 W. Craig Road, Las Vegas
Pres. Robert Fazio, 702-795-9596

SCOTTSDALE

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

TUCSON: Third Wed., 7 p.m.

Superior Pool Products, 4055 N. Runway Drive.
Pres. Grant Ross (520) 975-5917
heycabanaboy@gmail.com

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

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