



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 XXXI, NUMBER 3

March 2019

California Capitol Report Legislative Session Underway

By John Norwood

Director of Government Relations, California Pool & Spa Association



Two months into the new year, the bill proposals are pouring in, which means the session is beginning to get interesting. As of this writing, we are three days away from the new bill introduction deadline. Thus far this year 1,020 Assembly and Senate bills have been introduced, with 476 bills coming in just the last two weeks. Looking back over the last few years there have been between 2300-2500 bills introduced each year. Roughly, 1200-1500 of these bills are introduced the last week prior to the bill introduction deadline.

CPSA monitors and reviews each of these bills for anything that would adversely affect the swimming pool and spa business in the State of California or the industry nationwide. Since whatever happens in California on the legislative or regulatory front is often exported to other

states, it is extremely important for the industry to engage to fix or defeat proposals that adversely impact the swimming pool industry before they spread.

What makes this task more difficult is that probably 60% of the bills introduced are legislative intent bills or placeholders. This means the bills make non-substantive changes to existing law or declare the intent of the legislature to effectuate some change in existing law. These bills will not be amended to reflect the true intent of the bill until sometime later in March or early April, generally a week to ten days out from the bill's first policy committee hearing.

For instance, there at least three bills aimed at the Dynamex decision. The leading bill, AB 5 sponsored by the California Labor Federation expresses the

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IPSSA BORD 2019



Top row Left to right: Michael Black, Region 5; David Hawes, Region 1; Neal Holt Region 12; Michael Harris, Region 7; Stan Phillips, Region 10; Derric Raymond, Region 11; John Dixon, Region 6; Bottom row, left to right: Michael Lee, Region 8; Terry Snow, Region 3; Becky Clayson, Region 9; Adam Morley, Region 4; and Manuel Margain, Region 2.

Terry Cowles 2019 Award

Right photo: Terry Cowles 2019 Award Winner, Todd Starner and Isabelle Starner.

Below: Ray Arousty, presenter.



NEW FEATURE! VOLUNTEER SPOTLIGHT

IPSSA's newly launched Volunteer Spotlight feature puts our amazing volunteers front and center in the IPSSA Community! We want to use this unique opportunity to thank the wonderful individuals that continuously donate their time and energy to help IPSSA and the pool and spa industry thrive. We encourage all IPSSA members to connect with these star volunteers to let them know about the Spotlight. To be featured in our next Volunteer Spotlight, in the IPSSAN, Face Book and YouTube email your picture, pictures of any information that supports the spotlight, and answer a few questions. Forward to info@ipssa.com.



1. Tell us about yourself
2. Tell us about your volunteer experience with IPSSA. Project in the past that would be featured as a spotlight.
3. Why did you decide to become a volunteer
4. How has volunteering impacted your career
5. How has being involved with IPSSA made a difference in your community or outreach to the public

IPSSA Partners with Pride Industries

IPSSA proudly announces that, commencing with this issue of the IPSSAN, it is partnering with Pride Industries for the mailing of the IPSSAN to its subscribers. In addition to taking on the role of the "mail house" for the IPSSAN, Pride Industries will insert loose advertisements into

the newsletter.

Pride Industries is a 501(c)3 nonprofit social enterprise that was founded in 1966 in the basement of a church in Auburn, California with a mission to create jobs for people with disabilities. Through a wide spectrum of services, Pride Industries helps

people overcome employment obstacles and empower them to lead productive, independent lives as contributing members of their communities.

For more information about Pride Industries, use the following web address: <https://prideindustries.com/>

Things to do in March

- Condition Pools
- Filter Maintenance
- Revise Additional Insured endorsements
- Solar System starts
- Education at the Western Pool & Spa Show
- Clean Salt systems and other specialty units

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DO NOT HOLD
DATED MATERIAL

THE IPSSAN
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THE IPSSAN

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Managing Editor: Rose Smoot, IOM, CAE

Graphics and Production: Kim McGill

Deadline for submission of articles is the 20th of each month. Material submitted late will be considered for the following month.

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Advertisements: The inclusion of commercial advertisements in this publication constitutes neither a recommendation nor an endorsement of the product or service advertised. Although IPSSA will not knowingly publish a false or misleading advertisement, no attempt has been made to verify the contents of advertisements included in this publication unless other than as set forth in writing by IPSSA.

A Message from the President

By David Hawes
IPSSA President, Region 1 Director

Hi Everyone,
I am starting my 2nd year as your President and could not be more excited. We just had a great Leadership Weekend, that by all comments we received, was one of the smoothest on record. Registration went well, and everyone seemed to be pleased with the amount of information they received. Big shout out to our Executive Director, Rose Smoot and her team for doing a great job of taking care of the details. One of the challenges in our association is making sure we equip our chapter leaders with the tools they need to be effective and efficient in the roles they have assumed. I think we were able to do that at this year's Leadership Weekend.

The industry has experienced

some major changes here of late. Company mergers have happened, Association partnerships have occurred, and court cases have been decided that all impact us in large or small ways. I always try to read and pay attention to these changes to see how they affect my business. I would challenge you to do the same. I don't think anyone knows how all the parties involved in these



changes are going to land, but my
Continued on page 6

No Correct Answers for January Quiz

Going forward, responses to the quizzes will be accepted only by email. Although change sometimes occurs slowly, the IPSSAN has decided to embrace email as easier and less expensive than fax machines and the U.S. Postal Service.

Unfortunately, we didn't receive any 100% correct responses to the January Education Corner quiz. Remember to email your answers to editor@ipssa.com by the 20th of each month!

The correct answers for

January are:

1. Knowing the evaporation rate in your area can be important in maintaining your pool. *Answer: A. True.*

2. When salt is dissolved in water, ions are formed which are positively and negatively charged. *Answer: A. True*

3. At 77 degrees F, a gallon of water weighs: *Answer: C. 8.34 (pounds)*

4. A cubic foot of water contains how many gallons? *Answer: D. 7.48 gallons*

NEED HEALTH INSURANCE?
Compare rates at
www.ipssainsurance.com

Calendar of Events

- Mar. 21-23 41st Annual Western Pool & Spa Show**
Long Beach Convention Center, 300 E. Ocean Blvd., Long Beach, California 90802
For more info: www.westernshow.com; 800-787-7727
- April 5-7 Fishing with FPSIE (Foundation for Pool & Spa Industry Education) Family Campout & Fishing Derby**
Camanche Lake Reservoir
South Shore, 11700 Wade Lane, Valley Springs, CA
Information: www.fishingwithfpsie.org
916-922-8895; info@fpsie.org
- April 24 Sacramento City IPSSA Chapter Mini Trade Show BBQ**
6-8:30pm, Leisure Supply, 4660 Pell Drive, Sacramento, CA 95838

WELCOME NEW MEMBERS!

REGION 1 — Modesto Central Valley: Angel Camarillo... **Gold Country:** Joshua Rosenkrans... **Sacramento City:** Matthew Giacomo... **REGION 3 — Foothill:** John Shubin... **REGION 5 — Mission Viejo:** Bryan Blade, Shannon Pratt... **REGION 6 — Palm Desert:** Michael Sanchez... **REGION 7 — Carlsbad:** Brian Curran... **San Diego Metro:** Steve Dumont... **San Diego East County:** Lau Garcia, Mark Harris, Robert Harris... **REGION 9 — North Houston:** Noah Kravetz... **REGION 11 — Osceola:** Daniel Foxx... **North Georgia:** Giyong (Kevin) Kim... **Sarasota:** Andrew Elbrecht, Jeremy Mathews, Ian McHardy.

Financial office thanks chapters with prompt payments

The Financial Office thanks the following 47 chapters, whose members all paid promptly in February before second notices were required:

- Region 1 – East Bay, Tracy, Modesto Central Valley, Gold Country, West Placer, Elk Grove, El Dorado
- Region 2 – Fresno, Central Coast
- Region 3 – Santa Clarita
- Region 4 – Central Los Angeles, East Long Beach
- Region 5 – Anaheim, Dana Point, North Orange County, Surf City, Yorba Linda, Tustin/Irvine, Mission Viejo, Orange County Pool Professionals
- Region 6 – Hemet, Redlands, Ontario/Rancho Cucamonga, Corona, Menifee Valley
- Region 7 – Carlsbad, Rancho del Mar, San Diego, San Diego Metro, San Diego East County
- Region 8 – Scottsdale, Henderson, West Valley
- Region 9 – North Houston, North Austin, West Houston, Hill Country
- Region 10 – Mid Peninsula, Silicon Valley, Tri Valley
- Region 11 – Osceola, Sarasota, Gold Coast, Port Charlotte
- Region 12 – Mid Cities DFW, Tarrant County

*** WIN *
IPSSA Logo
Gear!**

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 IPSSA logo gear. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **MARCH 20, 2019.**

1. A colorimeter measures the amount of light that is transmitted through a sample.
A. True
B. False
2. How many pounds is 1 ppm in 18,500 gallons?
A. 1.5 lbs.
B. .15 lbs.
C. 5.1 lbs.
D. .85 lbs.
3. Hardness increaser is incompatible with sodium bicarb.
A. True
B. False
4. The three categories of chlorine are:
A. Elemental, organic and natural
B. Organic, inorganic and natural
C. Elemental, organic and inorganic
D. Dry, liquid and gas

Name _____

Address _____

City _____ State _____ Zip _____

Telephone Number (____) _____

Chapter _____

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

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

Mail Entry to:

IPSSA Quiz, P.O. Box 3367, Rocklin, CA 95677

Or email to: editor@ipssa.com

Entries for this month must be received by MARCH 20, 2019.

Western Pool & Spa Show

The place to be...

Join Us!

March 21-23, 2019

Exhibit Hours:
Thurs., Mar. 21 ~ 6 PM-9 PM
Fri., Mar. 22 ~ 2 PM-6 PM
Sat., Mar. 23 ~ 1 PM-6 PM

Seminar Hours:
Thurs., Mar. 21 ~ 1 PM-5:45 PM
Fri., Mar. 22 ~ 8 AM-3 PM
Sat., Mar. 23 ~ 8 AM-2 PM

3 DAYS OF EDUCATION
 • \$85 (by Mar. 3rd) • On Site: \$95



3-DAYS OF SEMINARS

- Over 50 New and Revised Seminar Classes
- Classes in Spanish All 3 Days

BEGINNERS TO ADVANCED

WATER CHEMISTRY, EQUIPMENT REPAIR, ELECTRONIC CONTROLS, HEATERS, DROWNING PREVENTION, BUSINESS CLASSES AND MORE....

ADDITIONAL CLASSES 2019

- **NSPF Certified Pool Operator Course (CPO) / Mar. 21-22
- **NSPF AST Certification Class / Mar. 20
- **Pool Chemistry Certification Course from PCT / Mar. 21
- **SEPARATE FEE: Visit westernshow.com for details

~ ON THE EXHIBIT FLOOR ~

- Dodge Truck Give-A-Way on LAST day of Show •
- Prize Drawings All 3 Days •
- On-Floor Golf Putting Contest for Everyone •

Education is the Future...

Long Beach Convention Center
300 E. Ocean Blvd., Long Beach, California 90802

FLOOR ACCESS: No Charge For Online Pre-Registration
On-Site: \$5 Badge Fee



VISIT: westernshow.com • General Info: 800-787-7727 • Exhibit Sales: 800-746-9772

41st Annual Western Pool & Spa Show ~ March 21-23, 2019

Seminars & Speakers subject to change or cancellation without notice / CHECK westernshow.com FOR UPDATES OR CHANGES

Time	CLASSROOM S1	CLASSROOM S3	CLASSROOM S4	BALLROOM A	BALLROOM B	SEASIDE PRE-FUNCTION	CLASSROOM S5	CLASSROOM S6	CLASSROOM S7
THURSDAY, MARCH 21, 2019 / EXHIBIT HOURS 6-9 P.M. / OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 50+ New Format Classes									
1 PM TO 2:45 PM	Technical Service Training for In-Floor Cleaning Systems, Jaime Guzman	How to Install Water Features That Work Ron Hetzner, Oreq	Algaecides vs. Phosphate Removers Marvin Rezac	Energy EFF Heater ENG Chris Forman, Pentair	The Pool Cleaner (New Format \ Presentation) David Jones, Hayward	CLASS CANCELLED	The Pool Cleaner (Nuevo format y presentacion), Daniel Jazo Clases En Español	Hybrid Pool Heaters Solar Gas & Heat Pumps Dave Sizelove Aquatherm Ind., Inc.	Basic Water Chemistry Gabe Talese, HASA
3 P.M. TO 3:45 P.M.	Ultimate Pool Care for the Next Decade, Alex Hannah, Clear Comfort	Hazardous Material Transport & Your Route Truck, Ron Hetzner	New Federal Pool Pump Regulations: How It May Impact Your Business Jeff Farlow	Energy EFF Heater ENG, Carlos Gomez, Pentair Clases En Español	The Navigator and Pool Vac (New Format \ Presentation, Dan Bachman, Hayward	Creating the Backyard Water Park, Selling Entertainment Zones for All Ages. SR Smith, Kathryn Varden	The Navigator y Pool Vac (Nuevo format y presentacion) Daniel Jazo, Hayward Clases En Español	Design and Troubleshoot Solar Pool Heating Systems Suntlet Industries	Surface-bound Organic Contamination, Disinfection Byproducts and Swimming Pool Filtration, Vance Fiegel, Creative Water Solutions
4 P.M. TO 5:45 P.M.	Attracting Home Pool Owners, What they Want, Need & Want you to have, Alex Hannah, Clear Comfort	Algae: Why We Get it. How We Get Rid of it. And the Truth about CYA Chris Marciano	How to Sell the Importance of Proper Water Chemistry to your Customer, Terry Snow, Rich Gallo	Pentair Chemical Automation, Chris Forman	Heaters – Time Saving Tips and Tricks for Efficient Troubleshooting, Ben Carver, Hayward	Proactive Pool Start Ups and Surface Protection Scott Niehols	Calentadores: consejos y trucos para ahorrar tiempo y solucionar problemas, Daniel Jazo, Hayward, Clases En Español	Good Mastic Installation Deck-O-Seal, Brandon Davis	Business Management Pedro Correa Clases En Español
FRIDAY, MARCH 22, 2019 / EXHIBIT HOURS 2-6 P.M. / OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 50+ New Format Classes									
8 A.M. TO 9:45 A.M.	The ABCs of GenX, Y+2. How to Build Pools They Care About, Alex Hannah	Pool Plaster Concepts for Service Professionals OnBalance	Advanced Topics in Water Chemistry and Pool Management, John Weber, BioLab	New IntelliFlo USF Pump Hands-On Programming Mike Childress, Pentair	VS Omni – The Pump that Controls the Pad (New Format / Presentation) Bryan Chrissan, Hayward	Myth of Water Testing and Chemistry Chris Golden	VS Omni – La bomba Que controla el Pad (Nuevo Formato / Presentacion Daniel Jazo Clases En Español	Certified Stain Specialist Jack's Magic Scott Bartlett	Engineering 182: Mechanical System Design
10 A.M. TO 10:45 A.M.	Fire Pits and Bowls Alex Krajewski Zodiac	Chemical Automation, Salt Chlorine Generators and the Spa Bypass, speaker name: Kenneth M. Howard	How it Works For Beginners Dennis Rettela	New IntelliFlo USF Pump Hands-On Programming, Carlos Gomez, Pentair Clases En Español	Understanding Commercial Bylaws and Advanced Chemical Automation Sean Murphy, Hayward	Future-Proof, Your Business, Know Your Customers & Make More Sales, Steve Berens, Clear Comfort	Comprender los Estatutos y la Automatizacion Quimica Avanzada, Daniel Jazo, Hayward, Clases En Español	Secrets to Algae-Free Pools Evengelina Serrano Clases En Español	Sistemas de Generacionde cloro, Alex Valdovinos, Zodiac Clases En Español
11 A.M. TO 12:45 P.M.	Guia 101 de Resolucion de Problemas en Calentadores Raypack, Ricardo Gonzalez	Ozone for Residential Pools Beth Hamil	Tips & Tricks for the New Pool Professionals Peter Haverlaton	The New IntelliConnect Automation System Mike Childress, Pentair	+AquaRite Salt System Management Lawrence Dow Hayward	Water Chemistry For the Pool Service Professional Bob Lowry	MEETING ROOM HAYWARD	Secrets to Algae-Free Pools Evengelina Serrano Clases En Español	Calentadores de gas, speaker: Alex Valdovinos Clases En Español
1 P.M. TO 2:45 P.M.	RayPak Digital Heater Installation & Troubleshooting Brad Duncan	Advanced Water Chemistry OnBalance	The Meter One was "Measuring your Meter?" What your Electrical Meter can (and can't) do for You Bill Hamilton	The New IntelliConnect Automation System Carlos Gomez, Pentair Clases En Español	OmniLogic For The Serviceman (New Format / Presentation) Bryan Chrissan, Hayward	Pool Chemistry – How to Prevent Common Problems Before They Start Clases En Español	Gestion del sistema De sal AquaRite Daniel Jazo, Hayward Clases En Español	Grow Your Business with Landscape Lighting Mike Marshall	Introduction to QuickBooks Pedro Correa Clases En Español
SATURDAY, MARCH 23, 2019 / EXHIBIT HOURS 1-6 P.M./OPEN TO THE TRADE ONLY/REGISTRATION REQUIRED / 50+ New Format Classes									
8 A.M. TO 9:45 A.M.	See the Pool in a Whole New Light, Fiber-to-LED Lighting Upgrades Kathryn Varden	Making a Case for Heat Pumps in California, Dave & Dan Sizelove, Aquatherm Ind., Inc.	Chemistry 101 & Basic Water Chemistry, Terry Arko	Basic Electricity Mike Childress, Pentair	Water Testing Interferences and How to Overcome Them Chris Golden	Applying Filtration Science to Your Pool CPSA	Be-A-Five-Star Business Kim Olson Broadly	Drowning Prevention for the Service Technician Service Industry News, Carrie Dibrell	Construction 308: The Beauty of the Edge Vanishing, Edge & Water In Transit Design
10 A.M. TO 11:45 A.M.	How a Pool Works Purity Pool Robert Foutz Jr.	Keeping Your Business Out of Legal Hot Water Ray Arouesty	Variable Speed Pumps And How They Work Ben Honadel	Connectivity for the Pool Industry Alex Krajewski Zodiac	Water Chemistry for the Pool Service Professional Bob Lowry	MEETING ROOM	Preventing Chemical Accidents Steve Dunn	Plaster Stains & Discoloration Jacks Magic Dave Callahan	Licenciada Contratista Guiatista, Arturo Torres Clases En Español
NOON TO 1:45 P.M.	RayPak Digital Heater Installation & Troubleshooting Brad Duncan	CLASS CANCELLED	Advanced Variable Speed Pumps Ben Honadel	Drowning Risk Reduction And Emergency Response, Richard Pass Save A Little Life Inc.	Water Chemistry For the Pool Service Professional Pedro Correa, Bob Lowry Clases En Español	Pool Chemistry, How to Prevent Common Problems Before They Start, Eric Knight	Rola-Chem ORP/Ph Controllers Application Todd Schwab	Millionaire Pool Man Thinking Outside Of the Box Chris Webb	Myths vs. Facts Of Germs, Algae and Water Balance, Roy Vore, BioLab, Inc.

LONG BEACH CONVENTION CENTER, 300 E. OCEAN BLVD., LONG BEACH, CALIFORNIA / HALL "C" / Speakers' views are their own and not necessarily those of the Western Pool & Spa Show, Inc.

IPSSA BORD Meeting Highlights / February 8, 2019

By Rose Smoot, IOM, CAE, IPSSA Executive Director

BORD members Present: David Hawes, Region 1 Director; Manuel Margain, Region 2 Director; Terry Snow, Region 3 Director; Adam Morley, Region 4 Director; Michael Black, Region 5 Director; John Dixon, Region 6 Director; Michael Harris, Region 7 Director; Mike Lee, Region 8 Director; Becky Clayson, Region 9 Director; Stan Phillips, Region 10 Director; Derric Raymond, Region 11 Director; Neal Holt, Region 12 Director

Contractors: Rose Smoot, IOM, CAE, Executive Director; Jay Lang, EA, Financial Office; Clint Cramer, CPA, Financial Office; Ray Arouesty, HUB/Arrow Insurance Service

2019-20 BORD Officers: David, Hawes, Region 1, President; Michael Lee, Region 8, Vice-President; Manuel Margain, Region 2, CFO; Becky Clayson, Region 9, Assistant CFO; Adam Morley, Region 4, Secretary

2019-20 BORD Committee Chairs: John Dixon, Region 6, Education Committee; Terry

Snow, Region 3, Legislation & Regulation Committee; Adam Morley, Region 4, Marketing & Communication Committee; Michael Harris, Region 7, Membership Program Committee

BORD meeting dates: May 3, Westin Sacramento. Time: TBD

August 10, virtual meeting November 2, Ontario, CA

Member Census: The December 31, 2018 membership census shows a total of 2,898 members. Hawes asked Financial office if they can delineate the reason why membership decreases, ie., Retired, or termination due to nonpayment.

Tax Data: BORD asked that Financial Office to provide on the 15th of the following quarter the tax data report to each BORD member and Executive Director.

Education Committee: Dixon reported on the IPSSA Education Fund Guidelines as adopted by the BORD January 17, 2019. Guidelines posted on the IPSSA Website as well in in the IPSSAN.

Legislation & Regulation

Committee: Outreach in Region 8. Lee asked for approval by the BORD on the artwork for the life Jackets, subject to appropriate additional named insured, status and indemnification approved by IPSSA Counsel.

Motion: Lee 2nd: Snow All: 12

Marketing & Communication Committee: 40 second Video for supply houses, developed by Margain approved by the BORD. Motion: Dixon 2nd: Clayson

All: 12 BORD was informed that the printer for The IPSSAN closed their doors, February 1, 2019.

Membership Program Committee: Harris reported that the process for approval of associate members had been streamlined. Harris reported on tradeshow.

IPSSA Liaisons: Bob Ludtke introduced to serve on Council for Model Health Code

Snow motioned to adopt the liaison list, as provided in BORD packet, with the addition of Ludtke Motion: Snow 2nd: Clayson All: 12

IPSSA liaisons are, Terry Snow, Joe Lukacik, Jeremy Smith and Bob Ludtke.

Margain asked audience if anyone had any interest in serving as a liaison on its IPSSA's behalf to please contact executive director at rose@ipssa.com.

Online harassment training: Harris of Region 7 discussed the idea of online harassment training for chapters.

Proof of general liability insurance: Harris: Existing members that change their insurance

must provide proof of uninterrupted insurance immediately and meets the minimum general commercial liability requirements. Motion by Harris

2nd: Clayson All: 12

Privacy Policy: Snow provided information about members that call Financial office seeking confidential information. BORD directed Smoot to prepare a privacy policy to be followed by the Financial office, on how best to respond to members.

California Capitol Report

Continued from page 1

intent of the Legislature to apply Dynamex across the board to all employment determinations. However, behind the scenes negotiations are going on between organized labor, truckers, Uber and Lyft, real estate agents, emergency room doctors, insurance agents and brokers, and other professional organizations arguing for exemptions. Other groups, including CPSA, are

looking at possible modifications of the ABC test to provide more flexibility to allow individuals who want to be independent contractors to continue to operate independently. Contrast this approach to bills supported by organized labor in the State of Washington dealing with Dynamex that have been introduced in full detail with various exemptions and modifications that allow for flexibility.

Over the next 30 days, we will have a much better idea of what is on the agenda and what issues may affect the swimming pool and spa industry in California. However, the legislative process described above is why it is so important for CPSA to be in Sacramento everyday watching out for the industry. The time frame on developing issues must be on top of amendments to bills or be left behind. There is simply no time to get organized and respond after the fact.

Big agenda items for 2019 are Dynamex, consumer privacy, healthcare expansion, wildfire issues, housing and homelessness. Stay tuned for more as CPSA keeps you informed!

To learn more about the CPSA and to become a member to support their government relations efforts, visit www.thecpsa.org.

LETTERS TO THE EDITOR

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

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



2019 Membership Application

Step One: Contact & Directory Information

Contact Name: _____ Company Title: _____

Company Name: _____ Contact Telephone: _____ Fax: _____

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

Email Address: _____

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

Directory Telephone: _____ Directory Website: _____

LinkedIn: _____ Twitter: _____

Step Two: Committee Involvement

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

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

Step Three: Verify Membership Level and Dues Amount

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

Step Four: Total Renewal Cost & Submit Payment Information

Use the blanks below to calculate your payment total.

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

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

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

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

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

Signature of Card Holder: _____

PLEASE REMIT PAYMENT TO:

Aquatic Professionals Education Council | P.O. Box 340066 | Lakeway, TX 78734

IPSSA Education Fund

The IPSSA Board of Regional Directors unanimously approved the new guidelines for the IPSSA Education (formally Scholarship) Fund, January 17, 2019. IPSSA Education Committee is charged with identifying educational needs at various industry trade shows.

The IPSSA Education Fund – Advancing Professional Training and Education in the Swimming Pool and Spa Industry

The Independent Pool and Spa Service Association (IPSSA), established in 1988, was formed to promote educational opportunities and provide business resources to its membership.

Scholarships through the IPSSA Education Fund are available to all self-employed swimming pool/spa service technicians in Arizona, California, Florida, Georgia, Nevada, and Texas. Based on the group class setting.

Funding is provided for qualified group classes through the IPSSA Education Fund. Those taking qualified group class will receive a DISCOUNTED ENROLLMENT FEE BASED ON A SUBSIDY PROVIDED BY THE FUND. The following classes qualify, but are not limited to, under these guidelines:

- Certified Pool Operators (CPO)
 - Aquatics Facility Operator (AFO)
 - Contractor license schools
 - And whatever other courses the committee deems appropriate
- Qualified group classes may be offered at INDUSTRY TRADE SHOWS, INCLUDING BUT NOT LIMITED TO: The Desert, Orlando, PIE and Southwest Trade Shows.

If you have any questions about the program, please inquire info@ipssa.com or call 888-360-9505. Press 6

Mission Statement: IPSSA Scholarship [Education] Fund is to advance professional training and education of the Self-Employed Swimming Pool and Spa Service and Repair Professional by subsidizing group classes that will expand his/her knowledge of their profession.

Education Quiz

Try the Education Quiz on page 2 and challenge your knowledge!

We have IPSSA logo gear available. Call the IPSSA executive office at 888-360-9505 to order!

OPTIONAL COVERAGE FOR MEMBERS

Increased Life Insurance Limits
Higher Liability Limits
Remodeling Coverage

HUB



arrow insurance service

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Since 1984 — Employee Owned
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Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed. If not, or if you want to change your beneficiary, you can download the form from the “Members Only” page of www.ipssa.com.

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Hey Ray!

Answers to recent questions asked to IPSSA's insurance broker



By Ray Arouesty

Ray Arouesty is Senior Vice President of Arrow Insurance/HUB International and IPSSA's endorsed insurance provider. He can be reached at (800) 833-3433 or ray.arouesty@hubinternational.com.

Question:

I have a subcontractor who services my pools. I provide him a 1099 form each year and have never had a problem. Well, he recently fell down a steep hill and broke his neck. His sister is a

lawyer and she is arguing that he was an employee when he was injured. I don't have workers compensation insurance because I thought he was an independent contractor. He sued me but my liability insurance carrier has denied the claim because they say he was an employee at the time of the accident. To make matters worse, I received a letter from the Employment Development Department stating that my payroll records will be audited. What do you recommend?

Answer:

You need to contact a lawyer. Repeat: you need to contact a lawyer.

Unfortunately, many swimming pool service techs do not adequately consider the complexity of determining the status of a worker and misclassifying a worker can have serious consequences. You have a serious situation here; one that may result in an uninsured judgment, fines and penalties. Seek legal counsel at once.

President's Message

Continued from page 2

hope is that manufacturers will remain strong, the associations will work together to use their resources in the best possible way, and those of us in the service sector will be able to continue operating legally, professionally, and profitably. These are core issues that I believe IPSSA stands behind, and I hope you believe in them also.

I am proud of the fact that for 2018, IPSSA remained strongly committed to dealing with our financial sustainability and making sure we are operating according to our governance. Sick Route coverage remains our big horse in the race of associations and is unmatched out there in the service industry. Many businesses have been saved with this IPSSA benefit, and it continues to be a major attraction for those companies looking for an organi-

zation to join. We have a good strong Board of Regional Directors that are working together for a second year, continuing some of the projects we started in 2018. Read the IPSSAN and look for some ramped-up exposure on social media, for association updates and information on changes as they develop.

I know the season is creeping up on us and will be here before we know it, so now is the time to prepare for the myriad of things that we need to have in place. We should be looking at our vehicles, our inventory, and especially our relationships with vendors. We all need to assemble a great team as we go into the 2019 swim season. You have a great team here at IPSSA doing all we can to help you, and we all want to wish you a fantastic year. Let your chapter

or Regional representatives know what is on your mind and how you can help us do our job a little better. Stay tuned...

For Dave Hawes video message and to keep current on other IPSSA events give us a LIKE and a FOLLOW on Facebook!

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



Important Clarification for Texas Residential Appliance Installer's License

Effective Advocacy Preserves Key Job Functions for Texas Pool and Spa Professionals

The Association of Pool & Spa Professionals confirmed that state advocacy efforts aimed at protecting the scope of work available to Texas pool and spa professionals has resulted in a successful outcome. Those who hold a Texas Residential Appliance Installer's License (RAIL) can now confidently perform common pool-related services without the threat of TDLR violations.

Last month, Texas Department of Licensing and Regulation (TDLR) released a statement clarifying the scope of work and service guidelines to political subdivisions, RAIL holders and related stakeholders regarding pool and spa work settings. These important clarifications ensure that holders of RAIL licenses can confidently advance their offerings to customers for the installation, maintenance and repair of pool-related electrical devices.

Statutory clarifications for holders of RAIL license include:

- Installing, uninstalling, or replacing pool-related electrical devices including underwater lights, ground-fault circuit interrupter (GFCI), pumps, motors, heaters, automation systems, and related equipment on the "load-side" of the control-center while maintaining National Electrical Code compliance. However, if the system requires a new or upgraded "line-circuit," only a licensed electrical contractor with a designated master electrician may offer to perform that work.

- Installing or adding pool-related electrical devices to an existing pool that do not require an increase in amperage or access to a main breaker panel. For example, a RAIL holder may



install salt systems, a time clock or similar automation equipment, a variable speed motor, or ultraviolet or ozone equipment.

- Installing, uninstalling, or replace pool-related electrical devices that use direct or alternating current.

"The Association of Pool & Spa Professionals (APSP) has been working side-by-side with the Independent Pool & Spa Service Association (IPSSA) and the Aquatic Professionals Education Council (APEC) for many years and we are looking forward to expanding our advocacy impact in Texas through the newly formed Texas Pool & Spa Coalition," said APSP Director of Government Affairs, Jennifer Hatfield. "Through hard work and persistence, our industry partners, with the leadership of Jake Posey and Steve Koebele, worked to resolve this critical issue. Working together, we can build a stronger industry and strengthen advocacy efforts for Texas."

APSP recently announced the formation of the Texas Pool & Spa Coalition. This new coalition comprised of APSP, IPSSA and APEC will be instrumental in uniting and strengthening advocacy efforts in Texas and throughout the country.

For more information, email APSP's Government Affairs Associate Regan Ratliff at rratliff@apsp.org.

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COVERAGE IF YOU ARE INJURED ON THE JOBSITE

Members participating in the IPSSA Group Insurance Program are automatically insured to \$5,000 for medical bills due to accidental injury at the customer jobsite. This coverage can pay for an emergency room or urgent care visit and covers injuries like dog bites, lacerations and slips and falls. It's even available to pay a deductible expense if you already have health insurance.

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Keeping pool water warm: Best practices to ensure long heater life

By Mike Fowler, Pentair

Aquatic facility managers operating indoor pools this winter need to make sure the water remains nice and warm. Unfortunately, if the heater stops working, the pool water gets cold, very fast. There are, in fact, several best practices to follow to avoid the common causes of heater failures. Several tips and tricks developed in the field over many years should be included in any aquatic facility maintenance plan. From routine checks to keeping specific spare parts on hand, aquatic facility managers can keep heaters in tip-top shape and avoid having shivering bathers in the pool.

Installation

When it comes to looking at the common causes of pool heater failure, many are linked to improper installation. Therefore, aquatic facility managers preparing their pools for winter should take the time to review their heater's installation.

Proper heater sizing

It is vital for the heater, along with other components in the equipment room, to be sized correctly for the facility's pool along with any additional bodies of water that might be connected. This includes spas and splash play areas. To size the equipment properly, the specifications for the heater should be consulted to compare them to the flow rate that will be pumped through the unit.

To calculate an approximate

heater size for a pool, technicians must do the following:

a) Determine the desired pool water temperature (average is 82 F for competitive swimming).

b) Determine the average temperature for the coldest month the pool will be used (if it is an outdoor pool).

c) Subtract the average temperature for the coldest month from the desired pool water temperature. This will provide the temperature rise needed.

d) Calculate the pool surface area in square feet.

e) To determine the British thermal unit (Btu) output needed for gas pool heaters, the formula is calculated by multiplying the pool area (in square feet) by the temperature rise (ideal water temperature/average temperature in coldest month) by 12.

To clarify, heaters are sized based on a 24-hour temperature rise. Therefore, a heater with one million BTUs takes 24 hours to raise the pool temperature 15 degrees for a 5,450 square foot pool. Based on this information, the appropriate heater can be selected for the aquatic facility.

If the heater does not appear to be sized properly, it should be replaced. In fact, replacing older heaters with new, energy-efficient units will not only provide improved water heating but will also reduce energy consumption and lower operating costs in the process.

Gas meter sizing

Just as it is important for the

heater to be sized properly, it is also important the gas meter is sized appropriately for the heater. Assuming the pool heater is using natural gas, the meter must be sized—at minimum—to the capacity of the heater itself. In other words, if one is using a 400,000 Btu heater, the meter should be capable of providing 400,000 BTUs. Always remember that there may be other items pulling gas from that same meter so must be calculated in when making sure the gas meter is properly sized. Low gas pressure can cause damage to the internal components of a heater, causing build-up that leads to blockage of the heat exchanger.

Propane tank

If the pool heater is propane-fueled, the tank must be large enough to supply the proper amount of gas to the heater. Improper gas pressures to the heater—while in operation—will cause less efficiencies in the heater and possibly a build-up of soot, which could cause damage to the burners, as well as the heat exchanger.

Gas line and venting

Once again, sizing is very important. The gas line to the heater, as well as the venting of the heater, need to be sized and vented properly.

When venting heaters, it is important to maintain proper clearances 6 inches from combustible surfaces on the top and side of the unit. Check the heater manufacturer's manual for rec-

ommended clearances.

When considering requirements with respect to how far a heater can be vented, or how far ductwork can run to pull intake air, each 90-degree elbow reduces the maximum horizontal polyvinyl chloride (PVC) air intake run by 12 ft. Each 45-degree elbow reduces the maximum run by 6 ft.

The minimum requirements for air supply specify the room in which a heater is installed to be equipped with two permanent air supply openings: one within 12-inches of the ceiling and the other within 12-inches of the floor for combustion air. This installation procedure is in accordance with the Canadian Standards Association (CSA) B149.1, Natural Gas and Propane Installation codes and the American National Standards Institute (ANSI) Z223.1, National Fuel Gas code, as appli-

cable, and any local codes that may apply.

Air supply openings should directly, or through a duct, connect to outdoor air. In the past, venting and air intake ducts had to be in balance and be the same length; however, with newer heaters, they draw combustible air from outside the structure and flue gases are forced out.

The color of the heater's flame is a good indicator of whether or not the unit is receiving enough combustible air to function properly. A clear, blue flame indicates the unit is burning 100 per cent of the gas. If the flame is not getting enough air, it becomes orange and releases carbon that turns to soot and clogs heat exchangers.

One of the more common mistakes that occur when installing a new heater is upgrading the size of the unit without

Continued on page 14

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NC Brands joins Bio-Lab to provide complete recreational water care solutions for pools and spas

KIK Custom Products Inc. (“KIK”), the parent company of Bio-Lab, Inc. (“BioLab”), has completed the acquisition of NC Brands L.P. (“NC Brands”), a leading provider of specialty chemicals and related products for recreational pools and spas in North America and a pioneer in using naturally-based enzyme technology in pool and spa water care.

The combination of NC Brands with BioLab provides a special opportunity to build upon the successes of our businesses and long history in water care, to bring a complete range of products to more pool and spa owners and users.

“The acquisition of NC Brands reflects our commitment to growing our pool business and

adding to our portfolio of leading brands” said Jon Viner, President of Bio-Lab. “We will benefit from NC Brands’ exceptional market recognition in the specialty chemicals category, strong customer relationships, innovative and unique technology, and niche product mix, which are complementary to Bio-Lab’s existing portfolio. We are very excited to welcome NC Brands to the Bio-Lab team, and look forward to the opportunities that lie ahead for the combined business, our customers, partners and the end consumers that we serve.”

Mark Munford, CEO of NC Brands, said “Our mission over the last 30 years was to create and deliver exceptional products to improve the swimming pool experience. The addition of our

successful specialty chemical product lines to Bio-Lab’s scale and reach will enable our brands to continue growing and bring our unique products to a wider audience.”

William Blair acted as the exclusive financial advisor to NC Brands.

For further information, please contact:

Mark Munford at 1(800)753-1233 or email Mark@ncbrands.com
 Jon Viner at 1(678)502-4006 or email Jonathan.Viner@biolabinc.com
 Or visit www.ncbrands.com and www.biolabinc.com

It pays to designate beneficiaries

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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.

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ASK THE EXPERTS

Richard asks:

1) How many times have you heard the public say they have a salt pool, no chlorine? They are still called alternative chlorine systems. Very misleading by our industry.

John Bokor responds:

All the time! My favorite comment is when the customer walks into the pool store and says "I have a salt pool, cause I'm allergic to chlorine."

I agree that "alternative chlorine systems" is misleading.

Though it is frustrating at times, as an industry, we must continue to educate pool owners about Chlorine Generators (NOT salt generators- they do not make salt) and what their job is. Water balance, oxidizing swimmer/organic waste, the prevention of de-plating issues, corrosion, and scaling issues that can take place

because of how the device works. Things like: non-chlorine oxidizers, sacrificial anodes, and the addition of borate can be huge assets for the salt pool owner. It's up to us (the industry professionals) not the Google box or a smart phone to relay this message to pool owners.

Richard asks:

Are you noticing that conditioner neutralizers are affecting test methods but not necessarily removing the conditioners?

John Bokor responds:

This question is still up for considerable debate. I have yet to find a sustained CYA reduction with the use of these products. More practical field testing needs to be done. I will say that there are chlorine tablets and shocks

that contain less, or no CYA, that will decrease, or not contribute the rise of CYA. The methods I know of that are proven for CYA removal (like RO) can be extremely expensive. Dilution, or water removal still seems to be the most cost effective method for removing/ reducing CYA for most pool owners.

John Bokor is Regional Sales Manager for Haviland Pool and Spa. He also is an industry speaker and YouTube channel host.

IPSSAN Editor: What do you readers think about the questions and responses? What are your opinions on this subject? Is this a column that you would like continued? Let us know by emailing the IPSSAN Editor at editor@ipssan.com.

IPSSA Members:

We are going to start running an "Ask the Experts" Column, but we need YOU to submit questions to ask!! Please send us any questions regarding pools, business, equipment—you name it, we'll find an answer for you! Please submit ALL questions to: editor@ipssa.com.



If you are having issues logging into your account on the IPSSA website/members only section, please contact Elizabeth in the IPSSA Financial Office at 888-391-6012 or liz@cramerpcpa.com and she can assist you.

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 and make the request.

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 October 1 thru September 30, 2018.

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 past 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."

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Borates: Maintain water chemistry on pools equipped with salt chlorine generators

By John 'The Legend' Bokor

Electrolytic chlorine generators (ECGs) or salt chlorine generators became extremely popular about 15 years ago and have continued to grow throughout Canada and the U.S., simply because pool owners love them. However, as most in the industry know, some pool owners believe that after installing a salt chlorine generator that nothing else needs to be required in terms of water maintenance.

In the short term, relying solely on an ECG system to take care of the pool's water quality will initially result in clear water. However, when additional water treatment products and/or applications are not introduced for weeks and/or months at a time, the lack of monitoring/adjusting

water balance parameters and sufficient oxidation will eventually lead to various water complications. Therefore, it is important the industry addresses proper water maintenance regimens and educates consumers with pools using these devices.

To ensure pool owners understand the full extent of this equipment, the industry needs to educate consumers on the fact that an ECG alone will not solve all of their water maintenance needs and that this equipment has its own specific maintenance requirements.

In conjunction with salt chlorine generators, pool professionals also need to explain other methods of keeping pool water clean and clear, which allow the equipment to continue to operate

properly while keeping in mind the overall health of the pool and its surroundings.

What do salt chlorine generators do?

ECGs produce chlorine on-site—using salt and electrolysis—to sanitize the water. As a result, chlorine does not need to be stored or manually introduced into the pool by the homeowner. Water from the pool containing salt (sodium chloride) enters the ECG cell ($\text{NaCl} + \text{H}_2\text{O}$). Once inside, an electric charge is applied to the water using electrolytic plates, which splits the water molecule (H_2O), and turns chloride ions into chlorine (hydrogen) gas. Then, as the chlorine gas dissolves into the water, pure chlorine is returned to the pool.

Most ECGs are installed in-line and produce chlorine only when the circulation system is operating. For these systems, a large amount of pool-grade salt is added into the pool to establish a concentration of about 3000 to 5000 ppm. In-line generators are installed on the pool's circulation return line and available chlorine is generated when dissolved salt passes through the device. In addition to assuring the ECG is functioning properly, it is important to maintain the appropriate salt concentration, as too much salt can increase the potential for corrosion.

Pools with salt chlorine gen-



John 'The Legend' Bokor

erators continuously generate sodium hydroxide (NaOH) (when the NaCl is broken into free chlorine). Unfortunately, NaOH has a pH of around 13, which will quickly increase the pool's pH. The continuous addition of NaOH results in a never-ending rise in the pH of the pool water. If this is left to run rampant, the high pH will lead to corrosion of the pool components.

Side effects of salt chlorine generators

Inherent in the way salt chlorine generators work are 'side effects' that can adversely affect the successful operation and appearance of a pool—namely corrosion and scale. Fortunately, borates can be used as a simple way to overcome many of these side effects. They are administered to the pool one time, typically a once a year application. Borates are an extracted earth mineral that possesses several benefits to recreational water. They are unique in that they remain in the water and are only lost through water removal (e.g. splash out or backwashing).

Adding borates during pool start-up is ideal, as they serve as an additional buffering system for the water.

How borates can help in pools with salt chlorine generators

One of the primary reasons borates have gained popularity among pool service professionals is its ability to control corrosion in a saltwater pool environment. Borate products are available in powders and slurries and should be added directly to the pool.

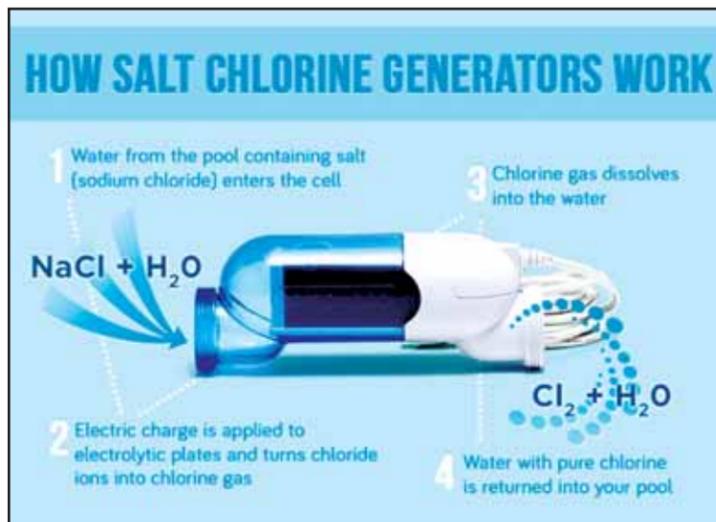
Borates have a buffering ability that allows pool water to remain at a more neutral pH level for a longer period. In turn, it allows the chlorine to be more efficient and effective at sanitizing the water.

Corrosion prevention

As mentioned earlier, the electrolysis that occurs in the ECG can cause de-plating problems on handrails, light niches, and other metal components. Borates create another buffering system for the water that eliminates these effects.

Many pool professionals

Continued on page 11



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Borates

Continued from page 10

agree that borates are a good companion product to salt chlorine generators because they assist in making pool water maintenance easier. ECGs are sold to make sanitizing pool water easier; therefore, the last thing a pool professional wants is for this equipment to cause additional maintenance issues.

Borates add an anti-corrosion effect that helps ensure against rust on equipment, accessories, and fixtures around the pool. Customers who use borates are never in the store with rusted ladders—even the vinyl liners seem to last longer. It's worth the consumer's extra investment in the borate product.

Calcium scale prevention

High calcium content can lead to scale formation (as well as cloudy water). Scale forms when calcium and carbonates crystallize on the pool walls around the waterline. Surfaces and equipment This problem is compounded by high pH. Borates keep pH from creeping upwards to help prevent scaling.

With the increased installation of ECGs, borates have become even more important because scale can reduce the life of the cell plates in the salt chlorine generator. By maintaining borate levels at 50 ppm in pools equipped with salt chlorine generating systems, pool professionals will find salt cells last much longer.

Pool professionals note that salt conversion cells on chlorine generators in pools where borates are used can easily last a decade. This is a real selling point as even customers who ensure their pool

water is balanced typically only get five to six years out of an equivalent cell.

The reason salt cell lasts longer when borates are used is because it bi-chelates (or bonds) with calcium present in the water, allowing the cell to remain cleaner because less scale forms. Although scale does form in some cases, it is a much 'softer' scale that is easier to remove. Further, as less acid is required to clean the cell plates, plate damage is minimized as well.

Due to the high pH at the surface of the cathode plates within the ECG, scale formation is highly likely. In fact, it is important to note scale formation will occur inside the salt chlorine generator even if the pool water is properly balanced.

Service professionals around the country now start up pools with approximately 30 to 50 ppm of borates in the water, which normally lasts between one and two years. After about a year-and-a-half, they test the water and usually need to add a little more borate to get the level back up into that range.

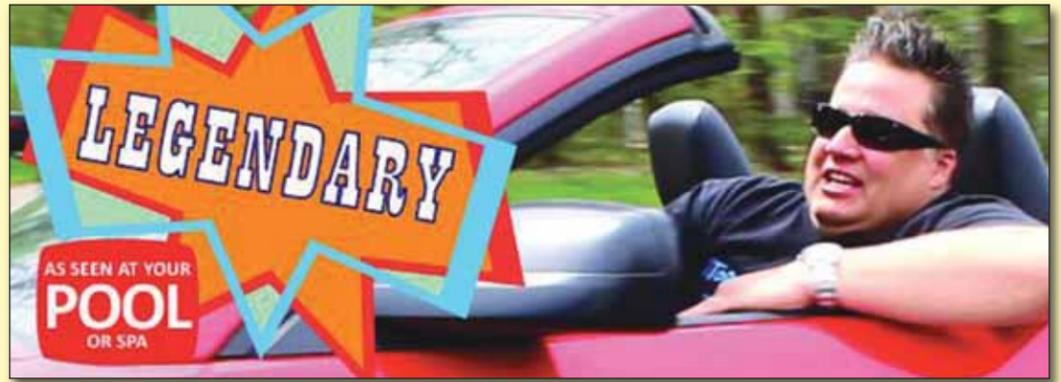
Additional benefits of borates

Borate-based products also inhibit the ability of algae to reproduce. Pool professionals report that consumers who use borates rarely have problems with green water. And pool professionals in many parts of Texas and Florida agree that after it rains once or twice in the summer, and the temperatures get up to 100 F (37.7 C), pools without borates turn green. However, pool professionals report that

Continued on page 16

NEWS BRIEF:

The Legend—a new video series for the pool and spa industry



John 'The Legend' Bokor

John Bokor—aka The Legend—is the star of a series of videos on a new YouTube channel called: *Legendary Pools & Spas* (https://www.youtube.com/channel/UC8HF7RbEzx-SlqnwUGd_TkQ/videos?view_as=subscriber).

The objective of these videos: drive the consumer to the swimming pool industry to buy a pool or spa rather than let them choose an RV or a boat with their disposable income.

The series has been so successful that the videos are being adopted by pool professionals who are using them as marketing tools in their social media and in their stores. The videos have been especially helpful to retailers who are busy in the summer and can't get to every customer right away—these videos are funny and engaging to watch while standing in line. They are even educational—so that after watching the consumers ask: What is that product? It's a great way to inform and promote products and services.

The primary focus of these videos has been to promote the 'fun' and 'enjoyment' of owning a pool or spa. Pool professionals realize the value and are calling up The Legend to do a video with their staff. But there is also a 'serious' goal: to use fun as a way to help pool and spa profession-

als increase their customer base—regardless of where they are, what they sell or what brands they align with.

Bokor explains: This is about the greater good of the industry. We need to continue, as an industry, to get the message out there that pools and spas are fun and enjoyable. And that we, as an industry of professionals, are educated, trained and certified to create backyard fun for consumers.

NEXT STEP: Trade shows or your pool service company

'The Legend' will be attending several trade shows this winter focusing on the outstanding educational series presented at regional shows. Interviews will be taken of pool professionals at the shows emphasizing the professionalism, training and certification of the professionals in the pool and spa industry. The goal is to show that our industry is pro-actively involved in continuing education courses both to increase professionalism as well as receive official certifications. Service professionals interested in having 'The Legend' go on service calls and create a video, should contact John 'The Legend' Bokor at jbokor@havilandusa.com

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As a member of the Independent Pool and Spa Service Association, Inc., I will utilize my professional knowledge and skilled practical workmanship in providing quality customer service. To that end, it will be my responsibility to keep informed of developments in the pool and spa industry including new techniques and product applications.

My second obligation will be to the members of IPSSA by giving them any professional assistance they may need including sick route coverage. With respect to sick route coverage, I will treat sick route clientele with professionalism and respect, and will not solicit the business of a sick route client while providing sick route coverage.

My final responsibility will be to my community and its citizens. I will strive to communicate the necessity for pool safety and other issues of importance to pool and spa owners.

In these ways, I will promote the ideals and objective of the Independent Pool and Spa Service Association, Inc.

Leadership Weekend Highlights



BORD member Terry Snow and Marc Cannon, speaking on water safety.



Clint Cramer, Jan Lang, (holding microphone) and Manuel Margain, Region 2.

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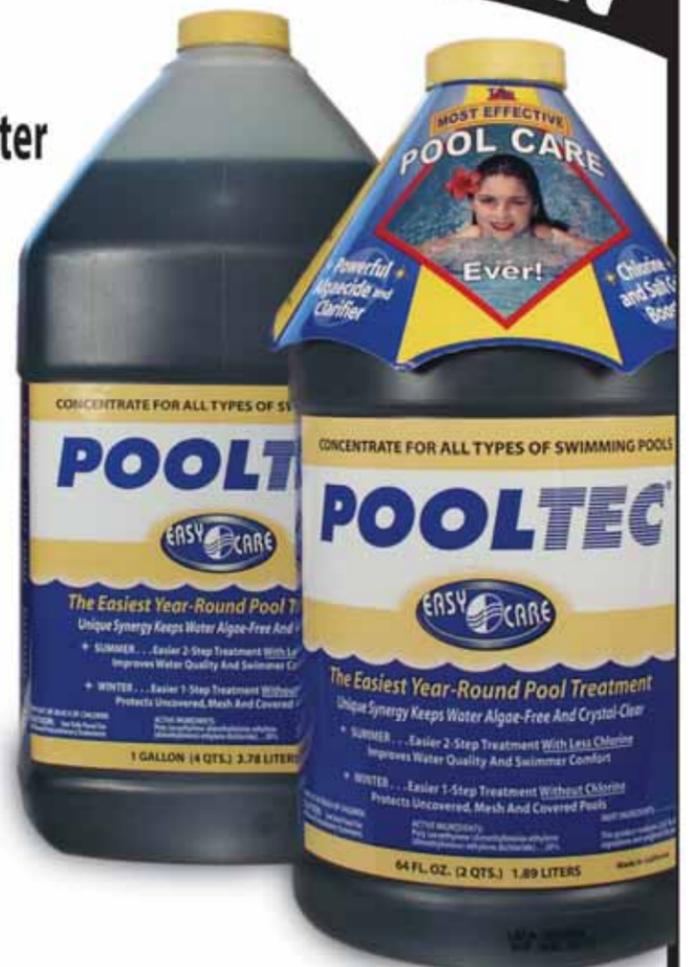
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Leadership Weekend Highlights



David Hawes, IPSSA President at the podium. Left to right: BORD members, John Dixon, Manuel Margain, Michael Harris, Stan Phillips and Adam Morley.



First time Presidents' Forum, Stan Phillips, Region 10; Todd Starner, Region 11; Manuel Margain, Region 2; and Michael Lee, Region 8.



2019 Leadership seminar



Michael Harris, Region 7 and Mark Alcorn, IPSSA Legal Counsel

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Pool heater

Continued from page 7

having a large enough gas supply. For example, if the pool previously had a gas line for a 200,000 Btu heater and the new unit is rated 400,000 Btus, the gas line also needs to be bigger to accommodate the increased output.

Troubleshooting heater problems

The symptoms associated with heater failure can generally be narrowed down to issues with a burner or with the heat exchanger. The following are a few troubleshooting tips to consider for common problems experienced with pool heaters.

Loud, high-pitched whine

This symptom is generally associated with a burner issue; specifically with the flame being too 'rich.' To remedy this, check the pressure tap between the gas valve in the blower inlet and verify the gas regulator setting is -0.2 in. water column (wc). In

some cases, it might be necessary to replace the gas orifice.

Flame is 'fluttery'

Again, this is symptomatic with a burner issue and can be accompanied by an acrid smell from the exhaust. However, in this case, the cause is most likely the result of the flame being too 'lean,' and the burner may even fail to remain lit. As noted earlier, check the pressure tap between the gas valve in the blower inlet and verify the gas regulator setting is -0.2 in. wc.

Flame does not stay lit

Sometimes the combustion on the heater appears to be normal, but the flame does not stay lit. The cause is most likely a result of the flame not being detected. To remedy this situation, check the igniter to see if it is wet or possibly damaged. This may require the igniter to be replaced.

Further, verify the burner

flame holder is properly grounded. This might also require the ignition control module to be replaced. Finally, be sure to inspect the manifold pressure. In doing so, check the gas supply line pressure when the heater is operating.

Boiling and 'bumping' sounds

The heat exchanger within the heater can also be the cause of several problems. One of the most common issues is the boiling of water accompanied by 'bumping' sounds. This is commonly caused by low water flow to the heater. This problem can also be caused by a plugged heat exchanger or a bypass valve that is stuck open.

The best way to fix this problem is to ensure the pump and filter are working properly so the water flow is enough to the heater. If the heater is not getting good flow, first check to make sure your filter is clean and not time for backwash or element cleaning. A dirty filter can reduce proper flow through the heater as well.

The heat exchanger could also be plugged because of improper water chemistry, resulting in scale formation. Often, this is because the water is out of chemical balance. If this is the case, the water should be tested to ensure the proper corrective measures are taken to get the water back in balance.

Reduced water flow

It is all about water flow. If it is too fast, it results in condensation. If it is too slow, the heater is not warming the water efficiently. In some cases, when a pump is not working properly it can con-



tribute to heater inefficiencies due to irregular water flow. If this is the problem, it might be a good time to consider a variable-frequency drive (VFD) to ensure the water flow through the heater remains consistent.

Condensation

Propane and natural gas, when burned, produce water as a byproduct. If the heat exchanger is too 'cool' the humid flue gases will condense on the fins of the heater. Condensation on the heat exchanger causes carbon to adhere to it. The condensate collects, then drops on to the burners. The combustion is then compromised as 'raining' condensate that interferes with the flame pattern.

This poor combustion turns into 'soot,' which collects on the fins and causes the flue gasses to be impeded. The condensation not only causes inefficiencies in heater functionality, but also causes oxidation on copper from low return water temperatures.

Brief periods of condensation on start-up is normal for

most pool heaters. In fact, all category I and III pool water heaters will condense if allowed to send very low return water into the heat exchanger. However, adding airborne chemicals to condensate on heat exchanger coils will cause the unit to fail more quickly. As mentioned earlier, 'sooting' is often the first sign of a problem but is often ignored. In fact, some service technicians who have not been trained properly may place jumpers on safety devices instead of paying attention to the 'sooting' that occurs.

Soot formation on heat exchanger tubes

There are several items to look for to identify soot formation on heat exchanger tubes. The first contributor to the problem is low gas pressure. The heater needs an 11 in. wc for propane gas and a 4-in. wc for natural gas. The pressure of the gas should be inspected while the burners are lit.

Soot can also form when

Continued on page 17

Basic heater maintenance check list:

- ⊙ Make sure the pool water chemistry is balanced at all times.
- ⊙ Make sure heater is venting properly.
- ⊙ Inspect burners and heat exchanger periodically for any sign of chemical damage or soot build-up.
- ⊙ Always make sure heater area is clear of debris, especially the area where the heater is venting.
- ⊙ Always ensure there is proper water flow going through heater.

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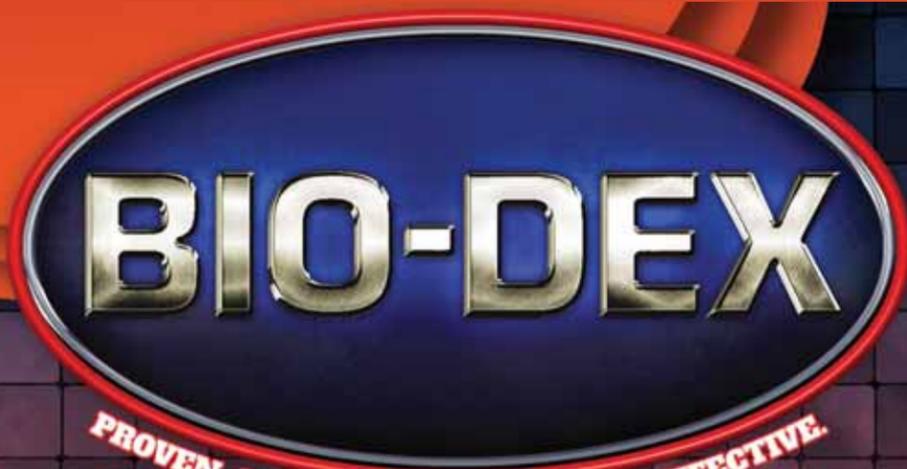


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Pool Safely's Top 10 Tips to stay safer around the pool or spa

1. Learn how to swim and teach your child how to swim.
2. Install a four-foot or taller fence around the entire perimeter of the pool and use self-closing and self-latching gates; ask your neighbors to do the same at their pools.
3. Never leave a child unattended in or near a pool or spa and always watch your children closely around all bodies of water.
4. Designate a Water Watcher to supervise children in the pool or

- spa. This person should not be reading, texting, using a smart phone or be otherwise distracted. Adults can take turns being a Water Watcher.
5. If a child is missing, look for him or her in the pool or spa first.
6. Keep children away from pool drains, pipes and other openings to avoid entrapments.
7. Ensure any public pool and spa you use has drain covers that comply with federal safety requirements, and, if you do not

- know, ask the pool manager if the facility complies with the "VGB Act."
 8. Learn how to perform CPR on children and adults, and update those skills regularly.
 9. Install and use a lockable safety cover on your spa.
 10. Have lifesaving equipment such as a life ring, float or fiberglass reaching pole available and accessible.
- Pool Safely, a national public education campaign supporting*

the requirements of Section 1407 of the Virginia Graeme Baker Pool and Spa Safety Act, works with partners around the country to reduce fatal child drownings, non-fatal drownings and entrapment incidents in swimming pools and spas. Parents, caregivers and the media are encouraged to visit: PoolSafely.gov or @PoolSafely on Twitter for vital safety information regarding the prevention of child drownings in and around pools and spas.

Borates

Continued from page 11
 their customers using borates never experience green pools again.

Although borates are mainly a tool for pH and algae control, pool owners also like the way it makes the water look and feel. This product actually increases the refractory index of the water so more light is reflected which gives the pool more 'sparkle.'

Finally, borates help to improve the overall bather experience. All borates can be considered derivatives of boric acid B(OH)₃—the active ingredient in eye drops—and this soothing ability translates into pools and spas treated with borate. In addition, because borates are a mineral salt, they help make bathers' skin feel softer and help reduce 'red eye' from swimming.

With so many pools using ECGs, there is a definite case for using borates. Adding them once a year can make all the difference to a pool owner who chose a salt chlorine generator to simplify their pool water maintenance.

About the author:

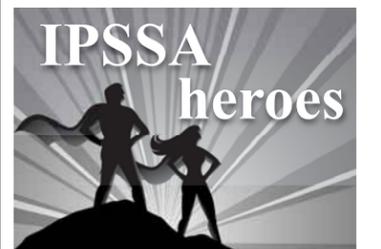
John 'The Legend' Bokor is the host of Haviland's hit web series Legendary Pools And Spas—a YouTube Channel web series focused on elevating our industry above others by promoting the 'fun' and 'enjoyment' of owning a pool or spa. Created for the 'greater good' of the industry, these funny and engaging videos are being successfully used by pool professionals to increase their customer base. Bokor has over 25 years of experience in the pool and spa retail industry, is a certified pool operator (CPO) and a regional sales manager for Haviland Pool and Spa Products (and a field-tested father of two teenagers). He can be reached via e-mail at jbokor@havilandusa.com.

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One of the great things about IPSSA is the underlying commitment to help others in the industry. 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.

Education Quiz

Try the Education Quiz on page 2 and challenge your knowledge!

Calling all IPSSA Regular Members!

IPSSA is recruiting for volunteers to serve on the IPSSA BORD committees.

The committees meet four times a year through video or conference call. With this format very little time is taken away from your business or family.

You will be able to work with the IPSSA BORD to ensure your organization is doing all it can to help the members and the community it serves.

The committees are as follows:

- Marketing and Communications - designs and implements strategies for promoting IPSSA by continuously strengthening its brand and developing web, social media, and print materials (including the IPSSAN). MCC's objec-

tive will be to execute a comprehensive marketing and communications strategy which clearly presents IPSSA's mission and its services.

- Legislation and Regulation- develops and implements strategies to ensure that the association's public policies and government affairs activities are fully addressed and communicated.

- Membership Program - promotes and facilitates the recruitment and continuity of IPSSA members.

- Education - provides advice to the BORD on the strategic directions and development of the educational activities of IPSSA

and public awareness to the community.

Important information about the BORD Committees:

Please submit your email intent with your name, and committee you wish to serve by September 30, 2018. For those that are already serving on a committee please submit your email intent. At the Fall BORD meeting, committees for the following year will be composed, considering the volunteers that responded to the open call identified by the BORD. An email will go out to those selected as soon as the BORD has made their decision. Those wishing to volunteer may

select one-committee to serve. Committees may have no more than eight to serve on a committee. If interested, please submit your name right away. If you are not selected for the committee of choice, please know that committees change through out the year

and we will keep your name on file.

If you are interested or would like more information about the committee purpose and how best you can serve, please feel free to contact me, Rose Smoot at 888-360-9505 or rose@ipssa.com

Pool heater

Continued from page 14

there is too much water flow through the heater. To remedy this, a high flow modulator or a manual bypass valve should be installed. Obstruction of the burners by some foreign matter can also be a problem; therefore, it is important to remove, inspect, and clean all burners.

Maintenance program

All aquatic facilities should establish a comprehensive maintenance program for the equipment room, which must include a specific action plan for heaters, as well as the pumps and filtration systems used on pools and other

water features.

It is also a good idea to keep additional parts on hand just in case an aquatic facility needs to get a heater up and running immediately. Having access to items such as pilot assemblies, orifice parts for burners, and even a gas valve can come in handy during a time of need. Most facility operators would also agree that it is wise to post the phone number of a nearby service company directly on the heater in for emergencies. Avoiding heater problems this winter is important to all aquatic facility managers

and, often times, the simplest best practices are the ones that keep pools running smoothly at all times.

About the author:

Mike Fowler is the commercial sales manager for Pentair in Sanford, NC. He has been with the company since 1992, starting his career in the technical services department at Purex Pool Products. Fowler has held many managerial roles within the company, including marketing, accounting, and products. He can be reached via e-mail at mike.fowler@pentair.com.

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Dynamex Developments Keep Coming – Most not Good News!

By John Norwood

Director of Government Relations, California Pool & Spa Association

Probably the biggest story for most business organizations in 2019 will be how the Dynamex decision ends up affecting the status of its workers. Unless you

have been living under a rock, you will recognize Dynamex as the California Supreme Court decision that changed decades of California law relative to how to determine if a person should be classified as either an employee or an independent contractor. Although the Court's decision

was in March 2018, there is still little clarification relative to how this case will ultimately be determined. On one hand, the Dynamex case itself was a "wage order" case as opposed to a broader employment determination case. Basically, what this means is that if the worker is determined to be an employee for purposes of a wage order, then the classifying business is liable for making sure the worker received at least minimum wage, overtime, lunch and rest periods, penalties and attorney's fees. Whereas, if a worker is determined to be misclassified as an independent contractor on a broader scale, the business would be liable for all mentioned above, plus failure to pay employment taxes, provide workers' compensation insurance, unemployment insurance, healthcare and any other benefits provided to other workers of the firm. Although it is true that a California Appellate Court in Garcia vs Border Transportation did recently limit the scope of the Dynamex decision to "wage orders," this decision provides little relief for those businesses that are unable to prove that workers were an independent contractor under the strict ABC Test. They would still be liable for ensuring the worker received at least minimum wage, any overtime due, compensation for any missed meal or rest periods, state penalties for violation, generally double the amount due plus interest, and the workers

attorney fees. In other words, limiting Dynamics to "wage orders" only speaks to the potential damages the misclassifying business could ultimately be responsible for paying. Until further clarification by the courts and/or the Legislature, California businesses are faced with being in the unenviable position that a person they hire to help them is subject to the Dynamex decision for purposes of "wage orders" but the traditional Borello text for whether the person is an employee for other purposes. Where is all of this going in 2019 and how can employers and business operate in this environment? Is Dynamex retroactive? Can an employer be liable for violation of wage orders going back several years? All good questions.

Generally, the answers to these questions get parceled out over time by additional court decisions. For instance, even without another case, penalties for violation of state "wage orders" can be imposed upon businesses up to three or four years back if they occurred over that time period. However, the Supreme Court refused an opportunity to opine on whether Dynamex was itself retroactive. So that determination will apparently await another ruling. Now both organized labor and the state business community are off to the new California Legislature to try to resolve these issues. Last year, the California State Chamber of Commerce and

numerous other business organizations asked the Legislature to pass an emergency bill delaying the implementation of the Dynamex decision for two years while the Legislature determined if there were amendments and/or exceptions needed to the ABC Test. Organized Labor, who were all but gifted the Dynamex decision by the Supreme Court, weighed in and both the Senate and Assembly leadership refused to allow a vote on the issue.

On the first day of this year's new Legislative session, Assemblywoman Lorena Gonzales, a former union organizer and Chairperson of the powerful Assembly Appropriations Committee, introduced AB 5 on behalf of the California Federation of Labor representing all the union groups in the state. AB 5 would expand the Dynamex decision from a "wage order" decision to apply across the board. The bill also puts the Labor Fed in a great position to play defense against legislative modifications, even if they are unable to pass the bill to expand the decision. Organized labor is already very powerful in Sacramento but now with Democrats controlling 61 of 80 votes in the Assembly, 29 of 40 votes in the Senate, and a labor friendly Governor, they are even more formidable. Business interests are responding in kind. Last Fall, the state Chamber of Commerce organized a coalition

Continued on page 20

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New Texas Pool & Spa Coalition Created

By Andrea Wells

Director, Marketing & Communications Association of Pool & Spa Professionals

The Association of Pool & Spa Professionals (APSP), the Aquatic Professionals Education Council (APEC) and the Independent Pool & Spa Service Association (IPSSA) have agreed to work together through the newly created Texas Pool & Spa Coalition to unite and strengthen advocacy efforts in Texas and throughout the country.

The Board of Directors of APSP & APEC voted to combine forces to speak with one voice and leverage combined influences on advocacy issues. The agreement calls for all organiza-

tions to continue to operate independently with Texas Pool & Spa Coalition administrative services being provided by APSP.

To facilitate the transition, the Aquatics Professional Education Council will begin doing business as the Texas Pool and Spa Coalition. A new coalition board of directors comprised of five to 13 members will be formed to govern the affairs of the coalition.

"This is a momentous step forward for the pool and spa industry," said APSP Board of Director Chairwoman, Donna Williams. "Speaking with one voice and leveraging our combined influence will be key in strengthening the pool and spa industry. We are extremely

pleased that our partners have embraced this vision for our industry's future."

"Taking steps to protect the industry's future starts now," said IPSSA Region 12 Director (North Texas), Neal Holt. "Through this unification, we are making strides towards building a stronger industry. We look forward to working together to bring about an industry that better represents Texas's advocacy interests.

"APEC looks forward to the growth and enhancement of advocacy efforts for Texas through the unification of top industry partners," said APEC Board of Directors, President Will Ainsworth. "We are committed to, first and foremost, strengthening advocacy efforts for Texas. Today's announcement will allow us to use our collective

resources to maximize opportunities and strengthen the industry while advancing our advocacy efforts in Texas. This is an exciting beginning to the next chapter in industry advocacy."

In the coming months, the newly appointed board of directors for the Texas Pool & Spa Coalition will convene to plan out its 2019 advocacy agenda to

tackle high-priority Texas and industry-related topics. Details are still being worked out. As important information becomes available, APSP will update its membership.

For more information about the Texas Pool & Spa Coalition, contact APSP Government Affairs Associate, Regan Ratliff at rratliff@apsp.org.

Dynamex Developments

Continued from page 18

of businesses and organizations to address the Dynamex decision. The point is not whether the Decision is right or wrong or employers should or should not use independent contractors, the point is that it should be the Legislatures' job, not the courts, to change employment policy and

debate the issues so that there can be legitimate and workable arrangements with those that choose to work as independent contractors.

The I'm Independent Coalition was established as a grassroots organization and public relations effort to support this cause. CPSA is a member of the coalition and pool industry members can join at no cost to take advantage of local meetings being organized by the coalition with legislators while they are in their districts on Fridays and Saturdays. You will find I'm Independent on Twitter, Facebook and you should be seeing the op-ed articles in your local newspapers and business journals. Over the next several weeks, there are numerous local meetings scheduled with Assembly members and Senators to hear from their constituents relative to this issue. If you join the coalition, you will be able to join these meeting and express your feeling on the issue directly to your State Senator or Assemblyperson.

In Sacramento, similar things are happening in the State Capitol. The coalition is scheduling meetings with all legislators and staff on the issue to brief them about the over 2 million Californian's in various businesses who want to work as independent contractors. These individuals are threatened primarily by the B part of the Dynamex ABC Test. The goal of the coalition is, despite the influence of organized labor, to find a sweet spot where the B portion of the Dynamex text can be tweaked as it has in other states to allow for legitimate independent contractor relationships, and to push such an amendment through the California Legislature and get it signed by Governor Newsom. It is expected that the debate over Dynamex will be one of the key issues this legislative session in Sacramento along with taxes, health care and privacy. Stay tuned as there are sure to be many more developments over the coming weeks and months. We will keep you updated as we learn of new developments.

As a member of CPSA, we commit to making sure your best interests are represented in the state of California. In addition, members have access to webinar recordings on the membership website, including the highly attended Dynamex Decision webinar from August 23, 2018 that explained the decision in more detail. To become a member, visit our website at www.thecpsa.org and click Join. For questions or comments, contact CPSA at info@thecpsa.org or call 916-447-4113.

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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!

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

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

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

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SANTA ANA, CA (714) 973-4744	DALLAS, TX (972) 243-6006
SAN DIEGO, CA (858) 565-1330	HOUSTON, TX (281) 894-7071
CANOGA PARK, CA (818) 710-9500	RICHLAND HILLS, TX (817) 284-1600
CONCORD, CA (925) 827-4300	
SACRAMENTO, CA (916) 927-2882	
RIVERSIDE, CA (951) 682-7700	
LAS VEGAS, NV (702) 617-0010	
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Hayward Training



Hayward (Hayward Pool Products, Inc.) sponsored a training in Pleasant Hill, California on February 13, 2019. Instructors were Bradley Gilpin and Matt Delzell.

IPSSA heroes



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.

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661-904-2334
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JJ Maiers (San Diego/Orange Co.)
949-237-1589
JMaiers@hasapool.com

Jason Brown (Inland Empire/Desert)
951-634-1209
JBrown@hasapool.com

Northern California

Dave Shepard (Central/No. CA/ No. NV)
916-949-2662
DaveShepard@hasapool.com

Brian Rivera (Greater Bay Area/Monterey)
925-997-3640
brivera@hasapool.com

Texas

Randy Johnson (No. TX/OK)
520-262-9786
RandyJohnson@hasapool.com

Jody McGuffee (Greater Houston)
979-220-9688
JMcGuffee@hasapool.com

Eddie Lopez III (Austin-San Antonio)
210-347-9786
ELopez@hasapool.com

Arizona

Randy Johnson (AZ/NM/El Paso)
520-262-0983
RandyJohnson@hasapool.com

Pacific Northwest
Gabe Talese (Pac NW/ No. UT)
360-218-8742
GabeTalese@hasapool.com

Website: www.hasapool.com

IPSSA CHAPTER LISTINGS

For Association information: call Rose Smoot, Executive Director, (888) 360-9505 / • (888) 368-0432 FAX / P.O. Box 3367, Rocklin CA 95677, E-mail: rose@ipssa.com
For billing or Membership information: call Melody Bond at (888) 391-6012, FAX (888) 391-6203, e-mail melody@cramercpa.com or P.O. Box 1617, Rocklin, CA 95677
 Chapter treasurers contact: ipssafinancial@cramercpa.com
For insurance information: call Arrow Insurance (800) 833-3433 / Fax (805) 870-7625 / 2393 Townsgate Rd., Suite 101, Westlake Village, CA 91361,
 E-mail: ray@arrowinsuranceservice.com

REGION 1 (NORTHERN CALIFORNIA)
B.O.R.D. Member: David Hawes
 (925) 828-7665
 E-mail: david@hhpools.com

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

DELTA: (Stockton)

Third Wed., 6:00 p.m., The Elks Lodge
 19071 N Lower Sacramento Road, Woodbridge
 Pres. Rick Plath (209) 456-1605
 service@rickspoolservice.com

EAST BAY

Third Tues., 6 p.m., Pleasant Hill Community Center,
 320 Civic Drive, Pleasant Hill
 Pres. David Luthy (510) 435-5252
 townandcountrypool@comcast.net

EAST CONTRA COSTA

Fourth Tues., 6:00 p.m., La Fuente Mexican Restaurant,
 642 1st Street, Brentwood
 Pres. Dale Vaughn (925) 759-3819
 dalevaughn1176@comcast.net

EL DORADO

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

ELK GROVE

Second Wednesday, 7:00 p.m., Logan's Roadhouse,
 9105 W. Stockton Boulevard, Elk Grove
 Pres. Chris Bass (916) 704-1505
 basspoolservice@gmail.com

GOLD COUNTRY

First Mon., 6:00 p.m., Sierra Grill Smokehouse,
 2515 Grass Valley Hwy., Auburn, CA
 Pres. Ryan Ruminson (530) 401-7346
 ryanruminson@sbcglobal.net

MODESTO CENTRAL VALLEY:

Third Tues., 6 p.m.
 El Rosal Restaurant, 3401 Monte Vista Ave.
 Pres. Albert Camarillo (206) 628-2717
 acspoolserv@yahoo.com

SACRAMENTO CITY

Fourth Wed., 7:00 p.m., Plaza Hofbrau
 2500 Watt Ave., Sacramento
 Pres. Nathan Williams (916) 213-6889

TRACY: Fourth Thurs., 6 p.m.,

Perko's Café, 1321 W. 11th Street, Tracy 95376
 Pres. Kevin McLard (209) 833-9200
 kevin_m@klmpools.com

WEST PLACER: First Thurs., 5:30 p.m., Strikes
 Bowling Alley, 5681 Lonetree Blvd., Rocklin CA 95765
 Pres. Bryan Soto (916) 258-5114
 norcalpools916@gmail.com

REGION 2 (CENTRAL CALIFORNIA)

B.O.R.D. Member: Manuel Margain
 (559) 307-1072
 E-mail: manuelmargain1@gmail.com

BAKERSFIELD: First Tues., 5:30 p.m.,
 Rusty's Pizza, 6675 Ming Ave, Bakersfield
 Pres. Beau Braisher (661) 332-4952
 braisherpools@gmail.com

CENTRAL COAST

Second Wed., 7 p.m., Mtgs alternate between
 N/S Co., Contact chapter Pres. for info.
 Pres. Ron Rusconi (805)549-7961

CONEJO:

Second Wed., 7:30 p.m., Alpha Water
 Systems, 725 Cochran Street #A, Simi Valley
 Pres. Dennis Van Sloten, (805)813-6154
 dvs10@live.com

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. Norm Carpenter, (559) 217-1228
 ipssafresno@gmail.com

SANTA BARBARA

Second Mon., 6:30 p.m., Rusty's Pizza Parlor
 232 W. Carrillo, Santa Barbara (downtown)
 Pres. Joe Burich (805) 451-1963
 mericks2001@yahoo.com

VENTURA: Third Thurs., 7 p.m.,
 Poinsettia Pavilion, 3451 Foothill Rd, Ventura
 Pres. Max O'Brien (805) 794-6270 / gotomax@att.net

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: Terry Snow
 (909) 982-9962
 E-mail: tfs.pools@verizon.net

ANTELOPE VALLEY: Second Monday, 6 p.m.
 SCP Antelope Valley, 4514 Runway Dr., Lancaster
 Pres. Bob Cranmer ph: (661) 609-3682
 warren_cranmer@msn.com

DIAMOND BAR

First Thurs., 7:00 p.m.,
 PEP, 563 W. Terrace Dr., San Dimas 91773
 Pres. Johnny Hernandez (626) 833-7456
 justpools626@yahoo.com

FOOTHILL: Third Thurs., 7:00 p.m.

849 Foothill Blvd. #4, La Cañada
 Pres. Raul Fernandez (818) 378-9231

SAN FERNANDO VALLEY

Third Wed., 7:30 p.m. (March meeting is mandatory)
 Canoga Bowl, 20122 Vanowen, Canoga Park
 Pres. Blaine Enbody (805) 529-7562

SAN FERNANDO VALLEY METRO

First Tues., 7 p.m., Canoga Bowl, 20122 Vanowen,
 Canoga Park / Web site: www.sfvmetro.com
 Pres. Eric Nielson (818) 710-1628
 willowcreekpools@gmail.com

SAN GABRIEL VALLEY
 Second Thurs., 7:00 p.m.
 PEP, 1862 Business Center Dr., Duarte, CA 91010
 Pres. Brian Nies (626) 536-2008
 brian@proppool.com

SANTA CLARITA VALLEY

First Thurs., 7:00 p.m.
 Vincenzo's Pizza, 24504 1/2 Lyons Avenue, Newhall
 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., 6:30 p.m., Han Woo Ri Presbyterian
 Church, 1932 S. 10th Ave, Los Angeles
 Pres. Juno Yi (323) 850-8118
 juno8118@gmail.com

EAST LONG BEACH

Second Tues., 6:30 p.m., Ecco's Pizza,
 2123 N. Bellflower Blvd, Long Beach
 Pres. Bill Rothwell (562) 301-4059
 pooboy1950@yahoo.com

SOUTH BAY

Second Wed., 7 p.m., American Legion Hall
 412 S. Camino Real, Redondo Beach
 Pres. Brad Jones, (310) 880-7665
 aaapools@verizon.net

WESTSIDE

Second Tues., 6:30 p.m., American Legion Hall
 5309 S. Sepulveda, Culver City
 Pres. Rick Haro (310) 204-4327
 rick@haropools.com

WHITTIER

First Wed., 7 p.m.,
 Superior Pool Products in Santa Fe Springs
 Pres. Grant Hucko (714) 240-2099
 hucko@sbcglobal.net

REGION 5 (ORANGE COUNTY)

B.O.R.D. Member: Michael Kei Black
 (714) 891-0351
 E-mail: mblackels@netzero.com

ANAHEIM

Third Wed., 6:30 p.m.
 Roundtable Pizza, 12829 Harbor Blvd., Garden Grove
 Pres. Cal Pratt (949) 230-7462

CENTRAL ORANGE COUNTY

Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin
 Pres. Mark Harrison (949) 874-8234
 maharrison16@yahoo.com

DANA POINT

Second Tues., 6 p.m., Coco's, Crown Valley and I-5
 Pres. Cliff Gross (949) 587-9773
 cliffgross@cox.net

MISSION VIEJO

First Tues., 6 p.m.
 Claim Jumper, 27845 Santa Margarita Pkwy
 Pres. Tracy Simmons (949) 702-3545
 acmepoolcare@sbcglobal.net

NORTH ORANGE COUNTY

Second Wed., 7 p.m., Graziano's Italian Restaurant,
 17487 Imperial Highway, Yorba Linda
 Pres. George Bonilla (714) 349-3326
 gbpsinc@ymail.com

ORANGE COUNTY

Last Monday, 5 p.m., Roundtable Pizza
 on Adams & Beach
 Pres. Tom Honrath (714) 642-5018
 thonrath@hotmail.com

ORANGE COUNTY #9

Second Wed., 7 p.m., Dad Miller Golf Course
 North Gilbert Street, Anaheim
 Pres. Rob Tobias (714) 812-7993

ORANGE COUNTY POOL

PROFESSIONALS
 Last Mon., 6:00 p.m., Claim Jumper Banquet Room,
 18050 Brookhurst St., Fountain Valley CA 92708
 Pres. Jim Romanowski (714) 404-2550
 poolperfection1@aol.com

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 Kalamo River, Fountain Valley
 Pres. Frank Malavar (714) 960-3558

TUSTIN/IRVINE

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

YORBA LINDA

First Wed., 6:45 p.m., Lampost Pizza,
 21480 Yorba Linda Blvd. #D, Yorba Linda CA
 (call president to confirm mtg time).
 Pres. Jaime Aranda, (714) 746-5138
 jaimearanda@sbcglobal.net

REGION 6 (INLAND EMPIRE)

B.O.R.D. Member: John Dixon
 (951) 316-1675
 E-mail: waterwhisperer1@verizon.net

CORONA: Second Tues., 7:00 p.m., Marie Callenders
 160 E. Rincon St. (at Main St.), Corona
 Pres. Jenifer Meza (951) 833-0055
 aquatechpoolservice@earthlink.net

HEMET

Third Wed., 6:00 p.m.
 Shooters, 121 E. Florida Ave, Hemet
 Pres. Kenny Campbell (951) 733-4330
 Kenny@WetworksPoolCare.com

MENIFEE VALLEY

First Wed., 7 p.m. at My Buddies Pizza
 2503 E. Lakeshore Drive #A, Lake Elsinore
 Pres. Renee Marier, (951) 285-9672
 mangopoolspa@verizon.net

ONTARIO/ RANCHO CUCAMONGA

Second Tues., 7 p.m., Location varies,
 please contact chapter president for more info.
 Pres. Ron Goodwin (909) 989-0406
 good2win@msn.com

PALM DESERT

Third Thurs., 6 p.m./7 p.m., please check with pres.
 Sloan's, 81539 US Hwy 111, Indio CA
 Pres. Jesse Vasquez (760) 636-2086
 cannonballpoolco@gmail.com

PALM SPRINGS: First Wed., 5:00 p.m.

Superior, 5700 Indian Springs Rd, Palm Springs
 Pres. James Elliott (760) 413-0463

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. Nathan Smith (972) 296-7946
 info@riversidepools.com

TEMECULA/MURRIETA

Third Wed., 7 p.m., Pat & Oscar's
 29375 Rancho California Rd., Temecula
 Pres. Scott Peterson (951) 255-4175
 ipssascott@yahoo.com

REGION 7 (SAN DIEGO COUNTY)

B.O.R.D. Member: Michael Harris
 (619) 395-6700
 E-mail: barrowpoolsd@gmail.com

CARLSBAD: Third Wed., 6:00 p.m.
 El Rancho Restaurant, 1565 N. Santa Fe, Vista
 Pres. David Talbot (760) 845-6863
 ahoypools@sbcglobal.net

ESCONDIDO

Third Wed., 6:30 p.m., Call for location.
 Pres. Bruce Smith (760) 741-3960
 Bsmith1956@cox.net

NORTH COUNTY COASTAL

Third Tues., 6:30 p.m.
 Brett's BBQ, 1505 Encinitas Blvd., Encinitas
 Pres. Nick Nelson (760) 802-3391
 3genpools@gmail.com

RANCHO DEL MAR

Third Mon., 5:30 p.m., Tio Leos
 3510 Valley Centre Drive, San Diego
 Pres. Wayne Maynard (858) 361-8313
 arrowheadpoolservice@yahoo.com

SAN DIEGO

Third Wed., 7 p.m., Admiral Baker Clubhouse,
 2400 Admiral Baker Road, San Diego
 Pres. James Morketter (619) 708-4972
 Elcerritopool@yahoo.com

SAN DIEGO EAST COUNTY: Third Tues., 6 p.m.,
 Superior Pool Products, 1973 Friendship Dr., El Cajon
 Pres. Berny Sweeney (619) 244-0496
 bernypoker@hotmail.com

SAN DIEGO METRO: Fourth Thurs., 6:00 p.m.
 Sammy's Woodfired Pizza, 8555 Fletcher Pkwy
 La Mesa, CA 9194
 Pres. Steven Elbik (619) 316-0690
 Poolsolutions72@gmail.com

REGION 8 (SOUTHWEST)

B.O.R.D. Member: Mike Lee
 (480) 786-0687
 E-mail: mountainsidepools@mac.com

EAST VALLEY

Third Thurs., 5:45 p.m., Superior Pool Products
 2350 W. Broadway Rd. #110, Mesa
 Pres. Steve Ward (480) 213-0481
 wardspool@yahoo.com

NORTH PHOENIX

Third Tues., 6 p.m., SCP
 18201 N. 25th Avenue, Phoenix AZ 85023
 Pres. William Goossen (623) 580-9802
 goosse-man@cox.net

SCOTTSDALE

Third Mon., 6:00 p.m., Pool Water Products,
 20810 N. 25th Place, Phoenix
 Pres. Clifton Orson (480) 585-0000
 orson@hotmail.com

TUCSON:

Third Wed., 6:30 p.m.
 Superior Pool Products, 4055 N. Runway Drive.
 Ken Sanders (520) 429-6959

WEST VALLEY

First Wed., 7:00 p.m., Cloud Supply
 1100 N. Eliseo Felix Way, Avondale
 Pres. Trent Brumfield (623) 210-1615

WESTERN LAS VEGAS

First Mon., 6:30 p.m. (excl. holidays)
 Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas
 Pres. Brian Pilgrim (702) 576-6631
 trinidadwaterllc@gmail.com

REGION 9 (TEXAS)

B.O.R.D. Member: Becky Clayton
 (210) 240-3121
 E-mail: becky.clayton@yahoo.com

AUSTIN

First Tues., 6 p.m., Cherry Creek Catfish Co.
 5712 Manchaca Rd, Austin
 Pres. Keith Timm (512) 636-3750
 keith@acuaticoinc.com

CLEARLAKE

Fourth Tues., 7:00 p.m.,
 Rudy's BBQ, 21361 Gulf Fwy, Webster
 Pres. David Potts (208) 887-6486
 david@freedompools-texas.com

CORPUS CHRISTI

First Thurs., 6:30 p.m.
 SCP in Corpus Christie
 Pres. Michelle Wilkinson (209) 604-6460

HILL COUNTRY:

Third Tues., Komal Latin Kitchen,
 2550 Hunter Rd., San Marcos, TX
 Pres. Jascha Wood (512) 216-7663

HOUSTON: Second Tues., 7 p.m.
 IHop, 11225 Katy Freeway, Houston
 Pres. Bryan Norris (713) 234-7649
 bryan@norrispools.com

NORTH AUSTIN
 Second Tues., 6 p.m.,
 Cedar Park Library, 550 Discovery Blvd.
 Pres. Jim Smith (512) 206-0606
 jim@aquamanpools.com

NORTH HOUSTON
 Third Tues., 7 p.m., IHop
 25619 Interstate 45, Spring
 Pres. Stephen Titone (281) 773-8643
 Stitone2001@yahoo.com

SAN ANTONIO
 First Mon., 6:30 p.m.
 Longhorn Café, 17625 Blanco Rd., San Antonio, TX
 Pres. Jorge Martinez (210) 549-7665
 pooldoc@hotmail.com

WEST HOUSTON
 First Tuesday., 7 p.m.: Tony's Mexican Restaurant
 870 S Mason Rd., Katy, TX 77450
 Pres. Bill Williams (832) 593-6299
 poolmaxxinc@gmail.com

REGION 10 (BAY AREA SOUTH)

B.O.R.D. Member: Stan Phillips
 (925) 518-1718
 E-mail: stan@aquacps.com

FREMONT
 Jan.-July: Second Mon., 6 p.m.,
 Mountain Mike's Pizza
 20261 Patio Dr, Castro Valley, CA 94546
 Pres. Michael Murphy (510) 579-1448

MID-PENINSULA
 Last Tues., 7 p.m., Superior Pool Products
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 NO April meeting. May meeting in new location
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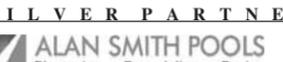
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