



# 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 XXVI, NUMBER 7

July 2014

## California Capitol Report

# Drought Awareness Campaign Gaining Momentum

By John Norwood

John Norwood is president of The California Pool and Spa Association (formerly SPEC).

Since the beginning of 2014, the California Pool and Spa Association (CPSA) has been focused on creating a response on behalf of the pool and spa industry to proposed water use restrictions on filling newly constructed swimming pools or refilling pools that have been drained for repairs or remodeling. For the most part, such restrictions have been proposed and implemented by some of the more than 600 California water districts. However, local public entities, building offices, the California Public Utilities Commission, various state agencies and the Governor all have an impact on the imposition of water use restrictions.

So, almost half way through 2014 and going into what will be a threshold summer for California's severe drought, where are we with CPSA's effort to defend the industry and its recovery from unwarranted water use restrictions?

In late January and early February, CPSA saw the initial water challenges with restrictions and new construction prohibitions being proposed in the greater Sacramento area. Placer County Water Agency, Nevada Irrigation District, San Juan Water District and El Dorado County Water Agency all seemed



to be in the process of developing proposals simultaneously. Fortunately, a number of CPSA members in Sacramento were quick to get involved and request meetings with these agencies. Talking points and presentations were developed with great input from the likes of Keith Harbeck of Premier Pools of Sacramento, Mike Geremia, president of CPSA and Geremia Pools and Dick and Alexa Dal Pino of Dal Pino Quality Pools. This information became the basis for the CPSA talking points and slide presentation which has now been used with water districts, the state Department of Resources, and the Association of California Water Agencies. As part of these efforts, the CPSA launched the "Let's Pool Together" campaign to educate the public on additional water saving tips besides owning a pool and to inform public policy makers that the pool industry is part of the solution to the drought, not the problem. The work by CPSA members and the materials produced became the cornerstone of the campaign that can be found and accessed at the Let's Pool Together website [www.letspooltogether.com](http://www.letspooltogether.com).

These early responses by  
*Continued on page 20*



## Annual East Bay Chapter Table Top

By Brian Duncan

Brian Duncan is the Region 1 Director.

The Annual East Bay IPSSA Table Top took place in May with a total of 38 tables with some 34 vendors participating.

The East Bay IPSSA Table Top welcomes all industry members with a special focus on the vendors and with a myriad of fantastic

prizes ranging from baseball tickets, nearly \$700.00 in cash, digital cameras, several pool sweeps, gift cards and other industry goodies. The evening was very well attended and a great social event.

The night was catered by Dickey's BBQ with all sorts of refreshing beverages to stave off the warm weather. This was the

*Continued on page 13*

## Attention IPSSA Chapters:



The IPSSA BORD requests that all chapters refrain from updating their standing rules and sick route policies until further notice. Guidelines will be coming soon that will address all chapter documents. If you have any questions or concerns please contact your regional director.

## IPSSA Chapter Membership Drive 2014

July 1st – December 31st, 2014

1st Place - \$3000

2nd Place - \$2000

3rd Place - \$1000

Contest rules: A chapter must be an approved chapter as of July 1st and bring in a minimum of 5 members to be entered into the contest. New and reinstated members only,

transfer and employee members do not qualify. In the case of a tie, the prizes will be combined and awarded. Prizes will go to the winning chapters and not individuals.

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## Things to do in July

➤ Sunscreen ➤ Hats ➤ Drink lots of water



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THE IPSSAN  
10842 Noel Street, #107  
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THE IPSSAN

Official Publication of the

Independent Pool & Spa Service Association, Inc.

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

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## David Talbot Wins the May Education Corner quiz!

David Talbot, a member of the Carlsbad chapter, was selected randomly among all of the correct entries for the May Education Corner Quiz and will receive an IPSSA sports watch. All correct entries submitted during 2014 are eligible for a big drawing at the end of the year for more IPSSA logo items.

The correct answers for the May quiz are 1. Once the chlorine generated from the salt is used, it reverts back to salt to be used over and over again. A. True B. False, *the correct answer is a) true*. 2. The primary purpose of disinfection is to kill pathogenic organisms such as bacteria, parasites, viruses and other organisms such as algae, mold, mildew and spores. A. True B. False, *the correct answer is a) true*. 3. One pound added to 120,000 gallons of water equals 1ppm. A. True B. False, *the correct answer is a)*

*true*. 4. Chlorine in pool water where it is exposed to intense summer-time sunlight will degrade by \_\_\_ in just 2 hours. A. 80 to 90 percent B. 90 to 95 percent C. 60 percent D. 50 percent, *the correct answer is b) 90 to 95 percent*.

## Calendar of Events

July 10-11	<b>CPO Class</b> SCP, San Juan Capistrano, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
July 23-24	<b>CPO Class</b> Superior Pool Products, Indio, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
August 2	<b>IPSSA Board of Regional Directors Meeting</b> Mission Inn, Riverside- Region 6 <a href="mailto:info@ipssa.com">info@ipssa.com</a>
August 14-15	<b>CPO Class</b> Superior Pool Products, Anaheim, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
August 21-22	<b>CPO Class</b> Superior Pool Products, Canoga Park, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
Sept. 4-5	<b>CPO Class</b> Superior Pool Products, El Cajon, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
Sept. 11-12	<b>CPO Class</b> Aquatic Center, El Monte, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>
Sept. 17-18	<b>CPO Class</b> Superior Pool Products, Indio, California <a href="http://www.anotherperfectpoolnews.com/cpo">http://www.anotherperfectpoolnews.com/cpo</a>

## Financial office thanks chapters with prompt payments

The Financial Office thanks the following 38 chapters, whose members all paid promptly in May before second notices were required:

Region 1 – Delta, East Contra Costa, El Dorado  
Region 2- Central Coast  
Region 3 – Diamond Bar, Foothill, Santa Clarita  
Region 4 – Central Los Angeles, East Long Beach  
Region 5 – Anaheim, Central Orange County, Dana Point, Mission Viejo, North Orange County, OCPP, Orange County #9, Saddleback, Southwest, Surf City  
Region 6 – Hemet, Redlands  
Region 7 – North County Coastal, San Diego Metro  
Region 8 – Las Vegas, Northwest Las Vegas, West Valley, Western Las Vegas  
Region 9 – North Austin, Rio Grande Valley  
Region 10 – Fremont, Mid Peninsula, Silicon Valley  
Region 11 – Cape Coral, North Georgia, Treasure Coast, Venice  
Region 12 – Dallas, Mid Cities DFW

## WELCOME NEW MEMBERS!

**REGION 1 – Elk Grove:** Joshua Kirk. . . **Sacramento City:** Jack H Feller, Curtis Hicks. . . **REGION 2 – Bakersfield:** Mike Daily, Dan Phillips. . . **Ventura:** Jorge Giles. . . **REGION 3 – San Fernando Metro:** Marcos Torres. . . **Santa Clarita:** Kevin Arnold. . . **REGION 4 – South Bay:** Raymond Cruz. . . **REGION 9 – West Houston:** James Chesson. . . **REGION 11 – Sarasota:** Gregory Blossom, Tom Bowers, John R Glenn, Dustin Weaver.

## Note from the IPSSA Financial Office:

Just a note to keep our members well-informed, effective April 1st, the insurance rates for Liability Insurance and Remodeler's Insurance increased by a small amount per month. Liability insurance increased by \$4.90 per month for a new total of \$66.91. Remodeler's insurance increased \$2.17 for a new total of \$25.80 per month. This increase was reflected starting March 1st.

## Call for IPSSA Liaisons

IPSSA is putting out a call for an IPSSA liaison for NPC. If you are interested please send written notice to the IPSSA executive office, attention Amy Nijjar at [anijjar@ipssa.com](mailto:anijjar@ipssa.com). All nominations must be received by July 31st.

\* WIN AN \*  
IPSSA  
Sports Watch

# Education Corner

All members who mail an entry with the correct answers will become eligible for a drawing at the end of the month for an IPSSA watch. All correct entries will go into a year-end drawing for other IPSSA merchandise. IPSSA members are the only eligible participants and only one entry per month is permitted. Each month, the winner of the drawing will be published in The IPSSAN. Entries for this month must be received by **AUGUST 20, 2014**.

- All water has some chlorine or sanitizer demand that must be met first, before a residual can be established.  
A. True  
B. False
- Trichlor has a pH of:  
A. 2.8 to 3.0  
B. 3.0 to 3.5  
C. 3.5 to 4.0  
D. Greater than 4.0
- Plaster is a mixture of white cement and aggregate.  
A. True  
B. False
- When using dichlor, remember that the 56 percent dichlor is about \_\_\_ percent cyanuric acid.  
A. 50  
B. 44  
C. 54  
D. 58

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone Number (\_\_\_\_) \_\_\_\_\_  
Chapter \_\_\_\_\_

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

Mail Entry to:

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

Entries for this month must be received by **AUGUST 20, 2014**.



# President's message

By Todd Starner

*Todd Starner is the Region 11 Director and current President of IPSSA.*

I sat last Saturday in a Region 11 meeting listening to chapter reports, region business and the Tropical Pool Show. The attention then turned to me with the question "what has the BORD been up to?" As I started my hour long presentation it occurred to me that if my peeps in my region do not know what is going on at the BORD level chances are neither does anybody else. So sit back and let me fill you in on what your BORD has been up to.

When I was sworn in as President in February, I had many ideas and thoughts, but have since narrowed it down to a few things I felt the BORD could accomplish this year:

1. New website and association management software
2. To work with as many other organizations as possible
3. To grow IPSSA internally
4. Leave IPSSA in a better place than I found it

At the time of this writing, we have hired an association management software consultant to work with Amy in our Executive Office to help find a software program that will streamline IPSSA. Our goal is to allow you to pay your dues, change an address, upload real time rosters, register online for next year's Leadership Conference, etc. by the end of November.

With regard to working with other organizations, in March Terry Snow, Jeremy Smith and myself attended in the NPDA National Convention in Orlando, Florida. At this time I would like to congratulate Jeremy Smith for being nominated to sit on the NPDA Board. I have had the opportunity to work with Greg with the NPC (National Plaster Council) and am looking forward to working with him in the future. IPSSA was also the first to donate \$15,000 to CPSA for the drought campaign. The Outreach Committee is working hand-in-hand with CPSA on multiple issues that affect many of you in the State of California. Our affiliation with the NSPF still offers IPSSA members 30% off classes taken through our website. Jason Lehman and the Education Committee are close to having the Treasurer's module and the President's module completed as well as the 60 hour class for the State of Florida.

One of the BORD's goals this year was to grow IPSSA internally, to help with this the BORD decided at the April 26th BORD meeting to have a contest. I hope your Regional Directors have informed you. If not, starting July 1st and ending December 31st the chapter that signs up the most new members will win \$3,000, the second place chapter will win \$2,000 and the third place chapter will win \$1,000. To qualify your chapter must sign up five (5) new or reinstated members, transfer and employee members will not qualify. A chapter must be an approved chapter as of July 1st. We are happy to report that we added two new chapters at the April 26th BORD meeting, so I would like to welcome the West Houston chapter in Region 9 and the Lakewood



Ranch chapter in Region 11.

On a down note, I had to accept the resignation of a Regional Director, Jeff Theders, of Region 5 who stepped down in early April. I would like to thank Jeff for his service to IPSSA and

*Continued on page 4*

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## Highlights of April 26, 2014 IPSSA Management Company Board of Directors Meeting

**CALL TO ORDER:** The meeting was called to order at 1:05 p.m. by Lehmann, followed by self introductions. A quorum was present.

**MINUTES:** MSC to approve the minutes of the January 31, 2014 meeting, as written.

**FINANCIAL REPORT:** Cramer reported that for the period ending March 31, 2014 there was \$61,957 in income, \$61,558 in expenses for the general fund, with a net income of \$399. Assets were \$785,995, liabilities were \$721,354 and equity

\$64,640.

**INSURANCE REPORT:** Arouesty reviewed highlights of recent claims and stressed the impact of major claims. Encouraged members to visit the new website [www.arrowinsuranceservice.com](http://www.arrowinsuranceservice.com).

**UNFINISHED BUSINESS:** Nothing to report.

**NEW BUSINESS:** Nothing to report.

**QUESTIONS & ANSWERS:** None

**ADJOURNMENT:** The meeting adjourned at 1:13 p.m.

## Highlights of April 26, 2014 IPSSA Inc. Board of Regional Directors Meeting

**PRESENT:** Brian Duncan, Region 1 Director; Charles Dudley, Region 2 Director; Ivan Vance, Region 3 Director; Jason Briggs, Region 4 Director; Steve Donohoe, Region 5 Director; Scott Peterson, Region 6 Director; Joe Lukacik, Region 7 Director; Marc Cannon, Region 8 Director; James Smith, Region 9 Director; Mark Lyons, Region 10 Director; Todd Starnier, Region 11 Director; Jason Lehmann, Region 12 Director; Amy Nijjar, Executive Director; Clint Cramer, Financial Office; Ray Arouesty, Arrow Insurance Service

**GUESTS:** Elias Duran, Region 3, San Fernando Valley chapter; Derric Raymond, Region 11, Osceola chapter; Tina Lehmann, Region 12, Fort Worth chapter; Eustaquio Portillo, Region 12,



Dallas chapter; Dave Boyd, Region 12, Tarrant County chapter; Gordon Slagle, Region 12, Fort Worth chapter; Ingrid Slagle, Region 12, Fort Worth chapter.

**CALL TO ORDER:** The meeting was called to order at 1:13 p.m. by Lehmann. A quorum was present.

**CONSENT AGENDA:** MSC

to approve the consent agenda, which included minutes of the January 31, 2014 meeting.

MSC to add year end financials to IPSSA, Inc. minutes.

**FINANCIAL REPORT AND CENSUS:** Cramer reported that for the period ending March 31, 2014, there were \$123,746 in revenues and \$195,672 in expenses for the general fund, with a net deficit of \$(71,926). Assets were \$665,714, liabilities were \$4832 and equity \$661,516.

The Scholarship Fund took in \$10,984 in revenues (including interest) and had \$5,920 in disbursements, with a net balance of \$222,675.

The reserve fund balance is now \$457,431.

The March 31, 2014 membership census shows a total of 3,504 members.

**UNFINISHED BUSINESS:** None

**NEW BUSINESS:** None

**COMMITTEE REPORTS:**

**Administration:** Steve Donohoe was sworn in as Region 5 Director.

**Bylaws:** Smith reported that the committee is working on the matching grant guidelines and sick route revisions.

MSC to establish a Sick Route Sub-Committee. Committee will consist of Dudley as chair and Lukacik, Duncan, Lyons, Peterson, Cannon and Elias Duran as members.

MSC to change the first word of the Fast Track policy to prospective.

**Education:** MSC to approve Duncan as the liaison to FPSIE.

MSC to approve Bob Luedtke as the liaison to the National Swimming Pool Foundation. A closed vote was taken.

MSC to add Donohoe to the Education committee.

Lehmann reported that the

*Continued on page 9*

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## President's message

*Continued from page 3*

wish him the best in his future endeavors. At this time I would like to welcome the new Region 5 Director, Steve Donohoe. Many of you know Steve from teaching CPO classes in southern California. I am looking forward to working with him.

On a personal note, Region 11 is working on its first pool show, The Tropical Pool Show, which makes its debut September 19 - 20 in Ft. Lauderdale at the Embassy Suites. I would like to thank all of you in the IPSSA family that have helped and my dedicated Pool Show Committee.

For my fourth goal, leaving IPSSA in a better place than I found it, I'm still working on it...



# Ask Sue

By Sue Robach

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

Replacing an Amerlite incandescent lamp with an AmerBrite color changing LED lamp is one of the simplest upgrades imaginable. Everything you need (except a nut driver or screwdriver and wrench) including the lens and gasket – comes in the box! The LED upgrade is also an easy “sell” when you’re on site for routine cleaning or a repair. Many pool owners don’t even know they have this option – so just mention it!

Before you start the job, make sure the site meets electrical codes and local ordinances. Look for a GFCI for 120 VAC line voltage models, as well as an appropriately rated circuit breaker. Also make sure the Amerlite niche was properly installed, at least 18 inches below the water surface. There are other electrical things to watch for, and they are spelled out in the installation manual that comes with the AmerBrite kit.

Once all the electrical precautions are taken, including disconnecting power to the lights at the source circuit breaker, place a cloth nearby so you have somewhere safe to put the old light after you remove it. Remove the Amerlite incandescent light assembly by removing the pilot screw at the top of the face ring. Then tilt the top away from the niche and lift the light assembly from the lock-



*Send Your  
Technical Questions to:*

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Fax: (888) 368-0432  
or email: [info@ipssa.com](mailto:info@ipssa.com)*

ing tab at the bottom.

Place the Amerlite assembly lens-side down on the cloth. Remove the nut and uni-tension wire clamp, followed by the face ring from wire clamp from the light housing. Carefully pry off the gasket to remove the lens.

Unscrew and remove the Amerlite lamp. Discard the uni-tension wire clamp. Discard the lens, gasket and Amerlite lamp. Use a clean, dry cloth and thoroughly wipe the inside of the light housing. If you leave any moisture inside, you may shorten the life of the AmerBrite LED assembly.

To install the AmerBrite LED lamp, insert the threaded end of the AmerBrite lamp stem assembly into the lamp socket. Rotate the stem assembly to secure it into

the socket without overtightening. While holding the AmerBrite assembly, route the lamp power cord connector through the hole in the top of the LED assembly. Install the assembly into the light housing, being careful to align the “top” indicator arrow on the LED assembly with the “top” indicator on the Amerlite housing. Be sure the LED assembly is level with the lamp housing.

Connect the lamp power cord plug to the LED assembly socket. Next, install the torque-limiting nut onto the top of the stem. Rotate the top section of the torque-limiting nut until you hear a click with each rotation, like on a car gas tank cap. Next, install the new lens and gasket, which are shipped together. Be sure they are aligned. Once the lens and gasket are in place, install the face ring, then the uni-tension clamp.

Place the light lens-side down on a cloth or other protective surface. Be sure the orientation of the wire clamp and the bolt connection is positioned at 45 degrees. Tighten the bolt and nut. Install the special bronze pilot screw at the top of the face ring to secure the light to the niche.

Turn power on to the light to make sure it’s working properly. Reinstall the housing back into the niche by wrapping the cord around the body. Engage the bottom locking tab and tighten the pilot screw. That’s it. Almost as simple as changing a light bulb!

The selling points are many.

AmerBrite gives bright, vivid, changing colors. It uses LED technology, so it is very energy efficient in addition to being brighter than other kinds of light. It uses the same technology as our top-of-the-line IntelliBrite color LED lights and can cycle through colors and varying speeds and in different sequences of color. Pool own-

ers can choose one of seven pre-programmed color light shows or select one of five fixed colors and create pretty much any color combination they want.

There are more details in the installation manual, but I wanted to give you a sense of how simple it is to upgrade from Amerlite to AmerBrite.

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# What to do when cloudy water strikes

By Terry Arko

Terry Arko has more than 30 years experience in the swimming pool and spa industry, working in service, repair, retail sales, chemical manufacturing, customer service, sales and product development. He is also a Certified Pool/Spa

Operator® (CPO®) and CPO Instructor through the National Swimming Pool Foundation® (NSPF®). Arko is currently product specialist and for SeaKlear Pool and Spa Products a subsidiary of Halosource, Inc., a clean water technology company based in

Bothell, Wash. He can be reached via e-mail at [tarko@seaklear.com](mailto:tarko@seaklear.com).

Every pool owner dreams of having an inviting swimming pool with crystal-clear water. The reality, however, may be a pool that is hazy, cloudy, and flat looking. The following are some things service professionals should check when their customer's pool water gets cloudy this summer.

#### Equipment

First, check the filter and circulation system to make sure everything is operating properly. Then, make sure the pressure reading on the filter gauge is not too high. When the pressure on the filter gauge reaches 10 psi above the normal setting, the filter should be cleaned or backwashed. Also, check all skimmer suction baskets and the pump basket to make sure they are free of debris such as leaves or pine needles.

Finally, make sure the pump is providing a good strong flow of water coming back in through the pool return line. If circulation seems dull, and the flow of water is not strong, the pump and filtration system should be inspected.

#### Lack of sanitizer

During the summer, increased heat and bather loads can use up chlorine much faster. If the water starts to look cloudy, always test the pool's chlorine level.

Chlorine levels need to be maintained between one and three parts per million (ppm) and the water should be shocked weekly. This will help to clear out excess contaminants and keep the chlorine working properly.

It is also important to ensure the water is properly balanced, whereby checking the pool's pH, total alkalinity (TA), calcium hardness, and total dissolved solids (TDS). Calcium hardness builds up naturally from source water and certain chemicals. These levels should be kept between 200 and 400 ppm and tested at least once per year.

TDS is the buildup of all chemicals and solids in the water. High evaporation leads to an increase in dissolved solids. Normal TDS levels range between 1000 to 2000 ppm. When TDS is too high some of the pool water will need to be drained to dilute the solids. Regular shocking and the use of a water clarifier can help reduce the buildup of solids in pools.

In Canada where water rates are rising (and in some areas where water usage is restricted) use a liquid solar cover to reduce the loss of water from evaporation as well as loss of heat and chemicals. A liquid solar cover product forms a micro-barrier on the water surface, which reduces the evaporation rate to save heat, energy, and chemicals.

#### Help the filter

Pool filters are designed to remove very small particles from water. There is a limit, however, to what most filters can remove. For example, when dust blows into the pool it can be a micron smaller than the filter is able to remove. As this smaller debris builds up, the water becomes hazier. Water clarifiers are used in this scenario as they are designed to grab tiny particles and cause them to bunch up together so they can be removed by the filter. The more small parti-

*Continued on page 7*

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[pdelnegro@suntreksolar.com](mailto:pdelnegro@suntreksolar.com)



## Cloudy water

*Continued from page 6*

cles removed, the clearer the water becomes. There are several clarity products in the marketplace to help keep water clear—many of them are all natural and eco-friendly. For excessive cloudiness, look at some of the new products on the market designed specifically for this problem.

There are also products available for pools with heavy oil buildup (e.g. sunscreens), which combine natural clarifiers and oil-eating enzymes to provide a quick fix for cloudy water.

If high phosphates are a problem in the pool, e.g. from source water (be sure to test), look for products that combine phosphate removal with a clarifier to simplify water treatment.

Clear water is as simple as one-two-three:

1. Good equipment;
2. Proper sanitizer and water balance; and
3. Helping the filter with an effective clarifier product.

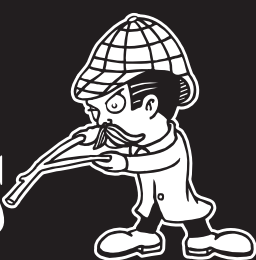
By keeping all of these in check, pool water will remain clear and sparkling all summer long.

## Virginia Graeme Baker Pool and Spa Safety Act Alert

This is to remind you that many drain covers installed the first year of the law are now expired due to the UV rating only being good for 5 years. Please check the dates stamped on the covers (some are good for 7 years but a lot are only 5 years) and replace if necessary.

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Remember, for every client you refer that purchases a safety product from Pool Covers Inc., you will receive a referral check. We here at Pool Covers, Inc. appreciate you and your business!

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## Arrow Insurance Service Launches new Web Site

IPSSA's endorsed insurance provider Arrow Insurance Service launched a new website this month. The site has been totally re-vamped, according to Ray Arouesty, including the addition of a new "education" section. "I wanted to offer something other than a sales and marketing site" said Ray. "Visitors will currently find 25 nuts and bolts articles on technical issues as well as videos on topics of interest, like safe chemical handling". Additionally, IPSSA members can request certificates of insurance online, download policy information, forms and read comments on Ray's Blog, which include interesting tips and comments from current claim situations.

**Check out the new site at [www.arrowinsuranceservice.com](http://www.arrowinsuranceservice.com)**



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## 2014 MVP Award given to new AmerBrite™ White LED replacement lamp

Pentair Commercial Aquatics is pleased to announce it has won the 2014 Most Valuable Product Award for its AmerBrite™ LED replacement lamp. Introduced in 2014, this new product was among 25 products selected by the read-

ers of Aquatics International as one of the best new products of 2014. The AmerBrite™ White LED replacement lamp offers a simple solution for aquatic facilities who want to replace their Amerlite incandescent bulbs with

new, energy efficient LED lights. New AmerBrite™ LED Lamp allows facilities to switch out their old Amerlite incandescent bulbs without the hassle and cost of replacing the existing Amerlite light fixture. Now facilities can improve their illumination and save money with this UL and cUL Certified LED lamp which only use 34 to 51 watts of power. Available in 300, 400 or 500 watt equivalencies and both 120V and 12V versions.

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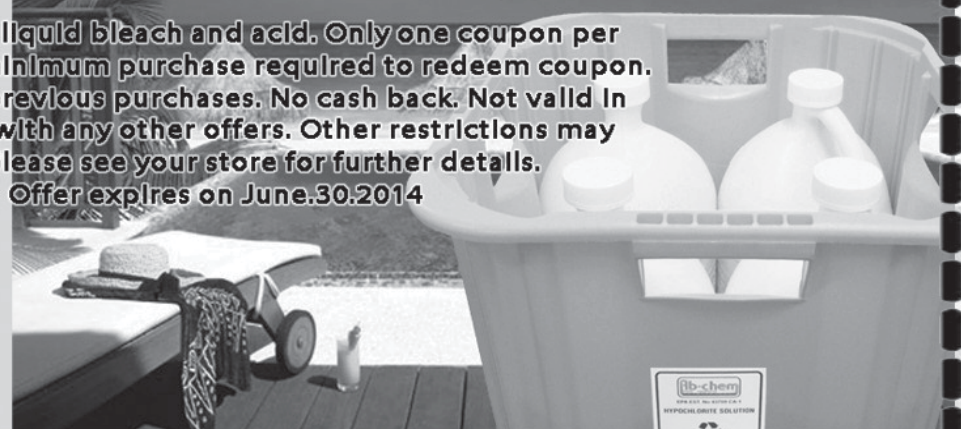


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## BORD Meeting

Continued from page 4

committee is still working with NSPF on multiple projects. Both the English and Spanish versions of the test should be available on IPSSA's portal by the next BORD meeting. The Basic Water Chemistry workbook is in the process of being translated into Spanish. The president's online training module is almost complete and the treasurer's module is still in progress.

**Entertainment & Trade Shows:** Lukacik reported on success of the 2013 shows and goals for the 2014 shows.

Leadership Weekend will be held at the Sheraton Park Hotel in Anaheim, CA again in 2015.

**Expansion:** MSC to start a membership drive from July 1 – Dec. 31, 2014. First place will be \$3000, second place \$2000 and third place \$1000. A chapter must be an approved chapter as of July 1, 2014 and bring in a minimum of 5 members to be entered into the contest. New and reinstated members only, transfer and employee members do not qualify. In case of a tie, the prizes will be combined and awarded. Prizes will go to the winning chapters and not individuals.

MSC to approve Lakewood Ranch chapter in Region 11 upon approval of 10 members and paperwork with the membership office.

MSC to close the Rio Grande Valley chapter in Region 9.

Discussion of a few chapters with low membership. Regional directors will monitor.

**Finance:** Lehmann advised committee chairs to bring their 2015 budgets to the August BORD meeting.

**The IPSSAN:** MSC to add Donohoe to the IPSSAN committee.

Duncan reported that the committee is looking for technical articles, sick route testimonials and regional submissions.

**Marketing:** MSC to purchase an IPSSA banner, insurance banner and IPSSA tablecloth for each region to use for events.

**Member Benefits:** MSC to approve new associate membership applications for Crown Spa Covers, Discount Pool Supply, One Roof Energy, Pool Patch and Pool Trac.

**Outreach:** MSC to approve Terry Snow as the liaison to CPSA.

MSC to approve Lehmann as the liaison to APEC.

MSC to add Donohoe to the Outreach committee.

Discussion on NDPA Dare to Ask Program. BORD is asking chapters to get involved in local NDPA foundations to promote water safety and consider donating \$50 per chapter to the Dare to Ask Program.

NPC liaison position to be advertised and appointed at the August BORD meeting.

**Scholarship:** MSC that the existing scholarship fund accounts be transferred to a single account; Vanguard LifeStrategy Moderate Growth Fund, with 33% of total fund to remain in cash.

Committee to review Scholarship committee standing rules.

**Q&A:** Nothing to report

**NEXT BORD MEETING:**

The next BORD meeting will take place on August 2, 2014 in Region 6.

**ADJOURNMENT:** The meeting adjourned at 4:16 p.m.

## Ask Ray...

Answers to recent questions asked to IPSSA's insurance broker

Ray Arouesty is President of Arrow Insurance Service and IPSSA's endorsed insurance provider. He can be reached at (800)833-3433 or ray@arrowinsuranceservice.com



### Question:

I have a customer whose pool I have been servicing for years. They are having a wedding reception at their house and have asked me to cover the swimming pool with a hard surface so they can use it as a dance floor. I'm pretty handy and I am thinking of spanning the pool with long 2x4s and nailing sheets of plywood on top. Do you have any suggestions?

### Answer:

Where do I begin? For a project as you describe you would need plans, permits, structural and/or general engineering analysis, a contractor's license and insurance other than that provided to IPSSA members under the group insurance program. My advice is to thank your customer for the trust and confidence they place in you but respectfully decline the job unless you are prepared to meet the administrative, legal and insurance requirements involved.

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## Education Quiz

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

# Make a Splash water safety festival

By Terry Snow

*Terry Snow is the president of the San Gabriel Valley chapter and IPSSA's CPSPA liaison.*

James Burkhalter and Bill Rothwell of the East Long Beach chapter and myself handed out over 100 of the IPSSA water safety material and water saving tips from CPSPA at the 2014 Make A Splash Community Water Safety Festival on May 31st at the Belmont Shore Plaza Outdoor Pool in Long Beach CA.

The sponsors of the event were USA Swimming Foundation and Phillips 66. Special guest included Olympians Rowdy Gains, Janet Evans, Anthony Ervin, Jessica Hardy, Chloe Sutton and Jason Lezak. Over 1,000 people attended the water safety festival, which included water safety talks by the Olympians, swim lessons, activities on the beach and how to wear lifejackets. Over 200 children participated in the Safer 3 Water Safety Challenge. There were also 20 informational booths. Some of those attending were the NDPA,



Joshua Collingsworth Foundation, Safer 3 Water Safety Foundation and PoolSafely.gov.

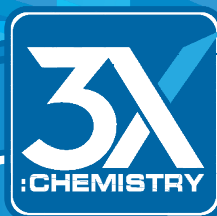
USA Swimming donated \$5,000 to Long Beach Parks and Recreation for swim lesson scholarships.

I would like to thank Tina Dessart of USA Swimming for



inviting IPSSA to participate in this year's event.

It is very gratifying to be able to hand out water safety coloring books to children and to talk to parents about the importance of water safety.



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# 26th Annual Santa Clara Valley Nuts 'N Bolts highlights



## IPSSA CODE OF ETHICS

As a member of the Independent Pool and Spa Service Association, Inc., I will utilize my professional knowledge and skilled 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.



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### Annual East Bay Chapter Table Top

*Continued from page 1*

17th annual table top event and by all accounts one of the best. The following are vendor reviews:

“You have the best table top this year”

“One of the best IPSSA events I’ve attended. Very well done!”

“The event was very well organized, when we moved over, just one table over, it made all the difference in the world, thanks for suggesting that. And thanks for allowing ‘us’ vendors to participate and win, it makes it fun for us too. :)”

“Great job last night”

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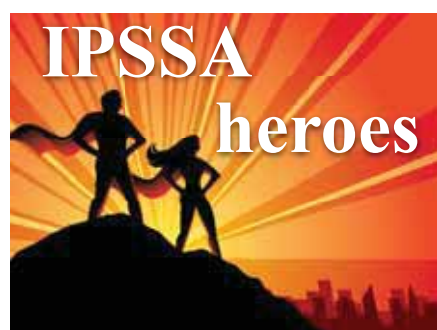
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members and their communities. These are IPSSA Heroes.

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

But, many members go above and beyond sick route, helping other mem-

## Matching funds available from IPSSA Inc.

IPSSA Inc. has a matching grant fund of \$24,000 to assist individual regions and chapters for community involvement, safety programs, and promoting IPSSA to the public. The spirit of the matching grant is to foster IPSSA promotions by facilitating new ideas from individual members, chapters and regions.

The matching grant funds shall be allocated evenly by region in each given year. In the event that a

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

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

Each region shall determine

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

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

- Matching grant requests must be submitted in writing to the regional director by December 1st each year.

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

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

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

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The CPO® certification program requires participation in either a two-day class (14-16 hours) taught by a certified instructor or the blended format that combines the online Pool Operator Primer™ and one day of the Pool Operator Fusion™ class of instruction.

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*Continued on page 16*

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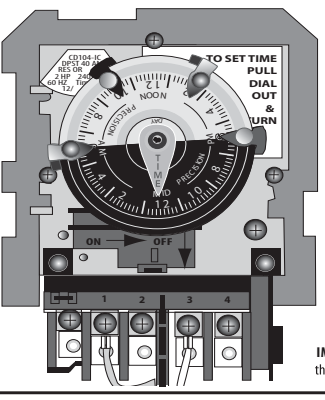
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## CPO program

Continued from page 14

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# A Relationship You Can Take To The Bank



## What one company is doing to step up its manufacturer-dealer partnerships

A company's success begins and ends with the customer. And in the manufacturer-dealer relationship, it is imperative that the manufacturer be deeply invested in the success of its customer in order to grow.

The challenge lies in finding a partner that is as committed to the success of your business as you are. In today's economy, you must choose a partner who is invested in developing programs to help you compete in a crowded marketplace while providing the tools you need to become expert marketers, develop more efficient business practices, and be subject matter experts.

One company that embodies honorable and strong manufacturer-dealer partnerships is Zodiac Pool Systems, Inc., the makers of Polaris®, Jandy® Pro Series, and Zodiac® products. Zodiac is a company that values commitment, fully investing in its relationships with pool builders, retailers and service companies. With its long history of innovation and product excellence, Zodiac continues to lead the way by being the first in the industry to implement a series of breakthrough programs to protect and help grow its brick and mortar customers' businesses. These programs include national advertising and in-store merchandising for its dealers, tiered

rebates designed to reduce pricing volatility in the marketplace, trade series products offered exclusively to brick and mortar stores, and a genuine parts program that incentivizes consumers to shop in-store, and much more.

*"My business has really benefited from our partnership with Zodiac. Their one-of-a-kind programs, incentives, and commitment to my success has made a real difference, helping me increase sales and become more profitable."*

*Tom Steinbacher, President TexSun Pools / Houston, TX*

Through its value-add programs and resources, best-in-class products, and industry-leading dealer loyalty programs, Zodiac has become the provider of choice for countless pool users and dealers worldwide. We predict that with its guiding principles of on-going collaboration, mutual trust and forward-thinking, Zodiac will continue to stay ahead of other dealer programs in the pool industry.

Learn more about how you can build a better partnership. Visit [www.ZodiacPremium.com](http://www.ZodiacPremium.com) or call 800-822-7933.

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### **ZODIAC® AND POLARIS DAYS**

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### **GET REWARDED TIERED REBATES**

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### **BEST-IN-CLASS MARKETING**

Industry leader for marketing excellence, delivering first-rate displays and point of sale materials that showcase products and promotions.

### **EXCLUSIVE TRADE SERIES PRODUCTS**

Fight online competition with Zodiac's new trade series products made exclusively for brick and mortar customers.

### **ZODIAC TECHNICAL TRAINING**

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## IPSSA members eligible for 35% rebate on online education at [www.ipssa.com](http://www.ipssa.com)

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

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

- Aquatic courses
  - Electrical safety courses
  - Occupational safety courses
  - Environmental management courses
  - Department of Transportation courses
  - Healthcare courses
  - Employment law courses
- Plus three courses are available in Spanish.

It's easy to enroll. Visit

[www.ipssa.com](http://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.

## IPSSA has a new membership application

Important changes have been made to the new membership application to include fast track.

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

If you'd like a supply of the three-part forms, please call 888-360-9505 or email [anijjar@ipssa.com](mailto:anijjar@ipssa.com).



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## California Capitol Report

Continued from page 1

CPSA members in conjunction with late heavy rain, which alleviated some of the severe water shortage in Northern California, resulted in success. Proposed restrictions on filling and refilling pools were not implemented nor were prohibitions on new home pool hook ups.

The next challenges came from the Alameda and Stockton

water districts. Alameda County Water District enacted a prohibition on refilling pools. As we looked into this action, CPSA discovered that the district included a process for exemptions for refills as a result of health and safety issues, required repairs and for other issues such as leaks and splitting main drains. CPSA confirmed the application of the

exception to the situations described in a follow up letter and was informed by Alameda County Water District that not a single exemption application has been turned down.

It was next reported to CPSA that Stockton water district also enacted a refill prohibition from June 1 to October 1. CPSA followed up on this report to discov-

er that the refill restriction was aimed at above ground pools and splash pools, not at in ground pools in need of repairs or remodeling. The Association further discovered that the refill prohibition was nothing really new, that such a restriction was written into the city Municipal Code and was in effect every summer. The Stockton Municipal Utilities Department also has an exemption process that pool builders and remodelers can utilize. CPSA has reached out to the City of Stockton to see what can be done to alter their city charter to clarify the application of the refill restriction. In the meantime, we encourage pool remodelers to utilize the district's exemption process if there is any question relative to remodeling and refilling pools this summer.

Just recently it was reported to

CPSA that San Jose Water Company had enacted a prohibition on filling or refilling pools in the service area. It turns out that this prohibition is on the list of voluntary water conservation measures and there are no enforcement provisions applicable to this restriction. However, as CPSA followed up on this issue we discovered that the same situation may well be applicable to up to 113 other water districts in California that are regulated by the California Public Utilities Commission.

As we have noted in this and other articles, there are over 600 water districts in California. Most of these water districts have a local board of directors elected by the communities they serve. However, there are 114 investor owned water districts in California and

Continued on page 21

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Riverside Pools,  
Former IPSSA Regional Director



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## California Capitol Report

Continued from page 20

these districts are regulated by the California Public Utilities Commission, which regulates the rates these districts charge and the expenses they may apply. The CPUC has a water regulation division with staff involved in the day to day regulation of these investor owned districts. Early this year after Governor Brown declared a water emergency and urged all residents to cut water use by 20%, the CPUC staff opened proceedings and developed a list of water conservation suggestions that each of their regulated water districts could implement. In order to demonstrate the districts commitment to save 20% of its prior use of water, each district was ordered to file a tariff with the CPUC indicating the water conservation measures they would implement. As it turns out, most of these districts simply replicated the CPUC list of "suggestions" which included a fill and refill prohibition on swimming pools, even though the CPUC clearly indicated that the districts could alter the list of recommendations to fit local circumstances. Currently these water conservation measures are, in fact, voluntary. However, what worries the CPSA is that where circumstances change and the drought worsens, these water conservation measures can be made mandatory.

As such, CPSA has engaged with the CPUC to see about reconsidering the prior proceeding to remove the restrictions on filling or refilling swimming pools as these restrictions are not supported by facts and are contrary to the Governor's most recent emergency proclamation aimed primarily at outdoor water use. Of the 114 investor owned water agencies, 100 are very small with only 500 connections, 5 of these agencies have 2,000 or more connections and only 9 have 10,000 or more connections. The list of water districts regulated by the CPUC can be accessed at [www.cpuc.ca.gov](http://www.cpuc.ca.gov).

The only other water restrictions on filling or refilling pool that CPSA is aware of are in areas like Santa Cruz and Monticello where water shortages are so severe that available water is a health and safety issue. In these situations, no water is being allowed for landscaping or other outside purposes. So, it is difficult to argue the potable water supply should be used to fill or refill swimming pools. In these rare circumstances, the only argument is that pool builders should be able to truck-in water from other sources.

CPSA's Let's Pool Together campaign appears to have been very successful thus far. The association has developed a good working relationship with the

state's "Save Our Water" campaign, which is being jointly managed by the Association of California Water Agencies and the State Department of Water Resources. Each association's Internet page features the others campaign as a partner. This cross marketing is helping to get the word out to water districts across the state that the facts do not support restricting the use of water to fill and refill swimming pools. Nonetheless, it is the beginning of summer and 100 plus degree days are now appearing regularly, which will certainly challenge the already severe water shortages throughout the state.

The Association is continuing to monitor the activities of California's water districts and is doing everything possible to help educate public policy leaders of the true facts about water use by

swimming pools and the economic consequences of shutting down this industry in California. As part of these efforts, the CPSA has assembled a database of California water districts and the management of these districts. We are in the process of sending letters to each of these districts explaining the facts about water use by swimming pools and spas that includes the materials produced by the Let's Pool Together campaign to promulgate awareness and demonstrate the industry is part of the solution. After the letters have been distributed, the CPSA will contact each district and work with them to engage local press. This will truly solidify the reach of the campaign and serve as a preemptive measure to demonstrate how little water pools use before larger discussions on the topic occur.

### The IPSSAN subscriptions available to employee members

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



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### Policy on IPSSA mailing list

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

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# 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, Intelli-Chlor 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](http://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 Sept-

ember 30, 2014. 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."

# ColorQ PRO 6 handheld photometer



LaMotte Company announces the new ColorQ PRO 6 (Code# 2072) handheld pool and spa professional photometer. The photometer directly measures Free Chlorine (DPD), Total Chlorine (DPD), Bromine (DPD), pH,

Alkalinity, Calcium Hardness and Cyanuric Acid directly on a digital display. The handheld meter is easy to use and features economical liquid reagents that measure 144 tests per test factor for Free Chlorine, Total Chlorine (Bromine), pH and Alkalinity.

The Calcium Hardness and Cyanuric Acid tests are measured by using the TesTabs® tablet method and includes 100 tablets for each test. The ColorQ eliminates the need to visually determine slight color variations, thus taking the guesswork out of pool-side water analysis. The photometer, testing reagents and photo-diagrammatic trilingual instructions (English, Spanish, French) are packaged in a convenient carrying case for on-site testing.

## 2014 IPSSA National Rebate Program



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

### Member Information:

Member Company Name:	
Owners:	
Other Contacts & Titles:	
Email:	
Website:	
Business Phone Number(s):	
Cell Phone (name of contact):	
Fax Number:	
Mailing Address :	Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
Shipping Address:	Residential <input type="checkbox"/> Yes <input type="checkbox"/> No
IPSSA Chapter Name	
City, State	
Chapter President	

### Type of Pools:

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

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

What type of materials do you use? ☐ Commercial ☐ Gunite ☐ Fiberglass ☐ Vinyl Liner

I purchase from the following Distributors:	Rebate Rules
Name: _____ Acct #: _____	<ul style="list-style-type: none"><li>• Pentair will reimburse IPSSA National one dollar (\$1.00) for each whole good that a member purchases throughout the year. The listing of qualifying whole goods are the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heat pumps, cleaners, automation systems, Intellichlor and colored lights. The maximum total payout to IPSSA will be \$20,000 per year on an annualized basis for all its members participating. To enroll in this IPSSA National rebate and ensure the education fund receives credit for your purchases, please fax this enrollment to 866-741-4051/ATTENTION: IPSSA REBATE. Once we receive your form, you will be enrolled in the IPSSA National Rebate Program.</li><li>• If you have any questions regarding this rebate, please call the Marketing Team at 800-693-0171 or email to <a href="mailto:rewards@pentair.com">rewards@pentair.com</a></li><li>• Each member must register individually on the Pentair- IPSSA Incentive Rebate Registration Form. This will allow us to electronically collect and monitor member purchases for the rebate accumulation. If a member does not register, their purchases will not qualify and cannot be added later. Should the National rebate be in effect going forward, the participants will be rolled over into the next year.</li><li>• Purchases must be made between the dates of October 1st thru Sept 30th during each rebate year.</li></ul>
Name: _____ Acct #: _____	
Name: _____ Acct #: _____	
Name: _____ Acct #: _____	

Member Signature \_\_\_\_\_ Date \_\_\_\_\_

## It pays to designate beneficiaries

One of the benefits of membership in IPSSA is a \$50,000 life insurance policy. All you need to do is complete a Beneficiary Designation Form. But, what happens if you haven't declared a beneficiary? You will lose control of who receives your benefits. The payment of funds will be delayed and, if the benefits are part of a probate, it could take a year or more for your loved ones to get those funds. The good news is that, when your Beneficiary Designation Form is on file at the IPSSA financial office, the check for your life insurance benefit is issued as soon as the death certificate is received by the insurance company. Call the financial office (888-391-6012) if you are not sure whether or not your Beneficiary Designation Form has been filed. If not, or if you want to change your beneficiary, you can download the form from the "Members Only" page of [www.ipssa.com](http://www.ipssa.com). Don't neglect this small but important detail which could prevent headaches for those you love.



IPSSA CHAPTER LISTINGS

For Association information: call Amy Nijjar, (888) 360-9505 / • (888) 368-0432 FAX / 10842 Noel Street #107, Los Alamitos CA 90720, E-mail: anijjar@ipssa.com  
For billing or Membership information: call Sue Neronde at (888) 391-6012, FAX (888) 391-6203, e-mail sue@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) 955-9535 / 40 W. Cochran Street #112, Simi Valley CA 93065, E-mail: ray@arrowinsuranceservice.com

REGION 1 (NORTHERN CALIFORNIA)  
B.O.R.D. Member: Brian Duncan  
(925) 370-6675  
E-mail: brian@pppsinc.com

CAPITAL VALLEY: (Sacramento)  
First Wed., 7 p.m.  
VFW, 8990 Kruithof Way, Fair Oaks  
Pres. Gregg Simon (916) 536-9165  
DELTA: (Stockton)  
Third Wed., 6:00 p.m.  
Scooters Restaurant, 121 W Elm Street, Lodi  
Pres. Ian Jensen (209) 477-1372  
EAST BAY  
First Tues., 6 p.m., Veteran's Hall  
3780 Mt. Diablo Blvd., Lafayette  
Pres. David Luthy (510) 435-5252  
townandcountrypool@comcast.net  
EAST CONTRA COSTA  
Fourth Tues., 6:00 p.m., Canton Garden Restaurant  
7840 Brentwood Blvd., Brentwood  
Pres. Martin Stenhouse (925) 240-8222  
justapoolman@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. Jerry Marquardsen (209) 747-4953  
jerry.marquardsen@yahoo.com  
GOLD COUNTRY  
First Mon., 6:00 p.m., Max's Restaurant  
110 Grass Valley Hwy, Auburn  
Pres. Donald Rosenkrans (916) 300-0383  
MODESTO CENTRAL VALLEY:  
Third Tues., 6 p.m.  
Perkos Restaurant, Kiernand Road & 99, Salida  
Pres. Steven Cabeceiras (209) 968-6221  
SACRAMENTO CITY  
Fourth Wed., 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. Greg Mongeau (209) 833-8109  
WEST PLACER  
First Thurs., 5:30 p.m., Strikes Bowling Alley  
5681 Lonetree Blvd., Rocklin CA 95765  
Pres. Kim Silva (916) 955-2990

REGION 2 (CENTRAL CALIFORNIA)  
B.O.R.D. Member: Charles Dudley  
(559) 638-4794  
E-mail: rpspool@verizon.net

BAKERSFIELD  
First Tues., 5:30 p.m., Rusty's Pizza  
6675 Ming Ave, Bakersfield  
Pres. Beau Braisher (661) 332-4952  
braisherpools@gmail.com  
CENTRAL COAST  
Second Wed., 7 p.m., Golden Gong Restaurant  
290 Madonna Road, San Luis Obispo  
Pres. Richard Seely (805) 937-3216  
CONEJO  
Second Wed., 7:30 p.m.,  
Cisco's, 1712 Avenida de Los Arboles, Thousand Oaks  
Pres. Timothy Bryan (805) 795-7309  
tim@timpools.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. Manuel Margain (559) 307-1072  
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 Tues., 7 p.m., Yolanda's Mexican Cafe  
2753 Main St., Ventura  
Pres. Jason Trone (805) 660-6344  
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: Ivan Vance  
(818) 376-8541  
E-mail: ivanqvance@att.net

ANTELOPE VALLEY  
Second Monday, 6 p.m.  
SCP Antelope Valley, 4514 Runway Dr., Lancaster  
Pres. Bob Cranmer (661) 609-3682  
warren\_cranmer@msn.com  
DIAMOND BAR  
First Thurs., 7:30 p.m., Oak Tree Lanes, Diamond Bar  
Pres. Robert Nichols (626) 914-4813  
FOOTHILL  
Third Thurs., 7:00 p.m.; American Legion Hall  
La Crescenta at Manhattan, La Crescenta  
Pres. Raul Fernandez (818) 563-9410  
SAN FERNANDO VALLEY  
Third Wed., 7:30 p.m., Disabled American  
Veterans Hall, 6543 Corbin Ave., Winnetka  
Pres. Elias Duran (818) 360-4769  
SAN FERNANDO VALLEY METRO  
First Tues., 7 p.m., Winnetka Community Center  
20122 Vanowen, Canoga Park  
Web site: www.sfvmetro.com

Pres. Saul Krochmal (818) 609-8252  
SAN GABRIEL VALLEY  
Second Thurs., 7:00 p.m.  
Call or email Terry Snow for location  
Pres. Terry Snow (909) 985-1830  
tls.pools@verizon.net  
SANTA CLARITA VALLEY  
First Thurs., 7:00 p.m.  
Vincenzo's Pizza, 24504 ½ Lyons Avenue, Newhall  
Pres. Kent Simpson (661) 373-9901

REGION 4 (SOUTH L.A. COUNTY)  
B.O.R.D. Member: Jason Briggs  
(310) 370-2144  
E-mail: jason@paradisepools.biz

CENTRAL LOS ANGELES  
Second Mon., 6:30 p.m., Han Woo Ri Presbyterian  
Church, 1932 S. 10th Ave, Los Angeles  
Pres. Song Chu Hwang (213) 458-0892  
EAST LONG BEACH  
Second Tues., 6:30 p.m., Hof's Hut Restaurant  
2147 N Bellflower Blvd., Long Beach  
Pres. Jim Burkhalter (562) 461-9555  
SOUTH BAY  
Second Wed., 7 p.m., American Legion Hall  
412 S. Camino Real, Redondo Beach  
Pres. Adam Morley (310) 493-3565  
WESTSIDE  
Second Tues., 6:30 p.m., American Legion Hall  
5309 S. Sepulveda, Culver City  
Pres. Jeff Von Dwingelo (310) 749-1853  
waterdogpoolservice@msn.com  
WHITTIER  
First Wed., 7 p.m.  
Superior Pool Products in Santa Fe Springs  
Pres. David Avila (562) 895-4800

REGION 5 (ORANGE COUNTY)  
B.O.R.D. Member: Steve Donohoe  
(949) 235-5888  
E-mail: steve@anotherperfectpool.com

ANAHEIM: Third Wed., 6:30 p.m.  
Roundtable Pizza, 2506 E. Chapman Ave., Fullerton  
Pres. Cal Pratt (949) 230-7462  
CENTRAL ORANGE COUNTY  
Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin  
Pres. Jeff Steinker (949) 586-4860 jsteinker@cox.net  
DANA POINT: Second Tues., 6 p.m.,  
Coco's, Crown Valley and I-5  
Pres. Robert Sink (949) 916-8860  
HUNTINGTON BEACH  
Third Mon., 6:30 p.m., Round Table Pizza  
Warner & Euclid, Huntington Beach  
Pres. Greg Beard (714) 903-8607  
MISSION VIEJO  
First Tues., 6 p.m., Claim Jumper  
27845 Santa Margarita Pkwy  
Pres. Chris Aragon (949) 716-2303  
NORTH ORANGE COUNTY  
Second Wed., 7 p.m., Graziano's Italian Restaurant,  
17487 Imperial Highway, Yorba Linda  
Pres. Rick Reyes (714) 635-5459  
rickmreyes50@yahoo.com  
ORANGE COAST  
Last Monday, 5 p.m., Carrow's Restaurant  
Warner & Magnolia, Huntington Beach  
Pres. Michael Kei Black (714) 891-0351  
mblackels@netzero.com  
ORANGE COUNTY #1  
Second Wednesday, 7:00 p.m.; Graziano's,  
17487 Imperial Hwy, Yorba Linda  
Pres. Bill Walton (714) 632-8888  
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. Steve Donohoe (949) 235-5888  
steve@anotherperfectpool.com  
SADDLEBACK VALLEY  
Last Tues., 6 p.m., Lone Star Steakhouse,  
24231 Avenida de la Carlotta, Laguna Hills  
Pres. Scott Kather (714) 742-9597  
SOUTHWEST  
First Wed., 6 p.m., ABC Pools  
10560 Los Alamitos Blvd., Los Alamitos  
Pres. Ken Tipton (562) 430-8515  
SURF CITY  
Third Tues., 6:30 p.m., Superior Pool Products,  
10865 Kalama River, Fountain Valley  
Pres. 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. David Hartson (714) 306-4864

REGION 6 (INLAND EMPIRE)  
B.O.R.D. Member: Scott Peterson  
(951) 699-8407  
E-mail: ipssascott@yahoo.com

CORONA  
Second Tues., 7:00 p.m., Marie Callenders  
160 E. Rincon St. (at Main St.), Corona  
Pres. Johnny Springer (951) 741-6189  
johnnyspoolandspa@sbcglobal.net  
HEMET: Third Wed., 6:00 p.m., El Jalapeno  
1999 N. State Street, Hemet  
Pres. John Bettencourt (951) 925-2442  
bettencourtpool@msn.com  
MENIFEE VALLEY  
First Wed., 7 p.m. at My Buddies Pizza

2503 E. Lakeshore Drive #A, Lake Elsinore  
Pres. Brittanie Sada  
brittaniesada@yahoo.com  
ONTARIO/ RANCHO CUCAMONGA  
Second Tues., 7 p.m., Carrows Restaurant  
11669 Foothill Blvd., Rancho Cucamonga  
Pres. Ron Goodwin (909) 989-0406  
good2win@msn.com  
PALM DESERT  
Third Thurs., 6 p.m./7 p.m., please check with pres.  
Sloan's, 81539 US Hwy 111, Indio CA  
Pres. Matt Kauber (760) 775-7477  
salernopools@yahoo.com  
PALM SPRINGS  
First Wed., 6:30 p.m.  
Elks Lodge, 67491 Elk Drive, Palm Springs  
Pres. Ken Pomije (760) 413-6022  
REDLANDS:  
Second Tues., 6 p.m.  
Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa  
Pres. Bill Brooks (909) 553-5780  
RIVERSIDE  
First Tues., 6:00 p.m., Cask N Clever,  
1333 University Ave., Riverside  
Pres. James Johnson (951) 313-2965  
TEMECULA/MURRIETA  
Third Wed., 7 p.m., Pat & Oscar's  
29375 Rancho California Rd., Temecula  
Pres. Jack Delaney (951) 674-6318

REGION 7 (SAN DIEGO COUNTY)  
B.O.R.D. Member: Joe Lukacik  
(619) 508-8587  
E-mail: joe.sunpools@yahoo.com

CARLSBAD  
Third Wed., 7 p.m.: Q Restaurant & Sports Bar,  
2725 Vista Way, Oceanside, CA 92054  
Pres. David Talbot (760) 845-6863  
ESCONDIDO  
Third Wed., 6:30 p.m., Call for location.  
Pres. James Leisten (760) 737-3058  
jim@blueribbonps.com  
NORTH COUNTY COASTAL  
Third Tues., 6:30 p.m.  
Brett's BBQ, 1505 Encinitas Blvd., Encinitas  
Pres. Daniel Carlson (760) 613-1552  
RANCHO DEL MAR  
Third Mon., 5:30 p.m., Tony's Jacal  
621 Valley Avenue, Solana Beach CA 92075  
Pres. Joshua McKee (858) 337-4482  
josh@makaipools.com  
SAN DIEGO  
Third Wed., 7 p.m., Mission Valley Resort  
875 Hotel Circle S., Mission Valley  
Pres. Michael Anderson (619) 589-8848  
andersonaqua-tech@cox.net  
SAN DIEGO EAST COUNTY  
Third Tues., 7 p.m., Pinnacle Peak Steakhouse  
7927 Mission Gorge Rd, Santee  
Pres. Samantha Larimer (619) 440-2480  
SAN DIEGO METRO  
Fourth Thurs., 7:00 p.m.  
Coco's, 1025 Fletcher Parkway, El Cajon  
Pres. Mike McCourtney (760) 788-0823  
sunrisepools1@hotmail.com

REGION 8 (SOUTHWEST)  
B.O.R.D. Member: Marc Cannon  
(602) 432-3371  
E-mail: rescueh2oinc@aol.com

EAST VALLEY  
Third Thurs., 6:45 p.m., Superior Pool Products  
2350 W. Broadway Rd. #110, Mesa  
Pres. Mike Lee (480) 786-0687  
HENDERSON:  
First Wed., 7 p.m., Village Pub-Horizon Ridge  
10900 S Eastern Ave, Henderson NV  
Pres. Forrest Owen (702) 372-7200, poolboys@cox.net  
IPSSA VIPS: Third Wed., 7:00 p.m.  
Elk's Lodge #335, 14424 No. 32nd St., Phoenix  
Pres. Joe Mischik (602) 290-5547  
LAS VEGAS: First Thurs., 7 p.m.  
Vietnam Vet's Hall, 6424 West Cheyenne, Las Vegas  
Pres. Kenneth Minster (702) 658-1154  
NORTH PHOENIX  
Third Tues., 7 p.m., SCP  
18201 N. 25th Avenue, Phoenix AZ 85023  
Pres. William Goossen (623) 580-9802  
goosse-man@cox.net  
NORTHWEST LAS VEGAS  
First Thursday, 7:00 pm  
Joey's Bar & Grill, 7081 W. Craig Road, Las Vegas  
Pres. Robert Fazio, (702) 591-1624  
SCOTTSDALE  
Third Mon., 6:00 p.m., SCP, 7841 E Gray Rd.,  
Scottsdale, AZ 85260-3461  
Pres. Kurt Schuster (602) 488-7335  
TUCSON:  
Third Wed., 7 p.m.  
Superior Pool Products, 4055 N. Runway Drive.  
John Greenough (520) 440-5671  
WEST VALLEY  
First Wed., 7:00 p.m., Cloud Supply  
1100 N. Eliseo, Felix Way, Avondale  
Pres. Patrick Pace (623) 853-6859  
WESTERN LAS VEGAS  
First Mon., 6:30 p.m. (excl. holidays)  
Vietnam Vets Hall, 6424 W. Cheyenne, Las Vegas  
Pres. Linda Cross 702-524-8453  
ipssalindacross@gmail.com

REGION 9 (TEXAS)  
B.O.R.D. Member: Jim Smith  
(512) 206-0606  
E-mail: jim@aquamanpoolandspa.com

AUSTIN  
First Tues., 6 p.m., Austin Energy Club  
721 Barton Springs Road, Room TLC 130  
Pres. Keith Timm (512) 636-3750

CORPUS CHRISTI  
First Thurs., 6:30 p.m., Dragonfly Restaurant  
14701 S Padre Island Drive, Corpus Christi TX 78418  
Pres. Michael Baker (361) 563-7655  
HOUSTON  
Second Tues., 7 p.m.; Fuddruckers, 2475 S. Kirkwood  
Pres. Jim Jacobsmeyer (281) 474-7665  
sunchasepools@att.net  
NORTH AUSTIN  
Second Tues., 6 p.m., ACC Cypress Creek, 1555  
Cypress Creek Rd #2213, Cedar Park TX  
Pres. Rick Beaubouef (512) 266-6592  
NORTH HOUSTON: Third Thurs., 7 p.m., IHop  
25619 Interstate 45, Spring  
Pres. Gary Lindsey (936) 448-4208  
SAN ANTONIO  
First Mon., 6:30 p.m., Clear Springs Restaurant  
Loop 1604 at Aston Oaks Blvd.  
Pres. Becky Clayson (210) 240-3121  
becky.clayson@yahoo.com  
WEST HOUSTON: First Mon., 7 p.m.  
2940 W Sam Houston Pkwy S, Houston  
Pres. Earl Jones (832) 818-5066  
earl@texaspooltechs.com

REGION 10 (BAY AREA SOUTH)  
B.O.R.D. Member: Mark Lyons  
(408) 691-2663  
E-mail: markklyons@yahoo.com

FREMONT: Second Mon., 6 p.m.,  
El Patio Restaurant, 37311 Fremont Blvd., Fremont  
Pres. Michael Murphy (510) 579-1448  
MID-PENINSULA  
Last Tues., 7 p.m., Highland Community Club  
1665 Fernside Ave., Redwood City  
Pres. Jerry Lindley (650) 366-6637  
MONTEREY COAST  
Fourth Wed., 6:30 p.m.  
Holiday Inn Select, 1855 Main Street, Watsonville  
Pres. John Oldfield (888) 641-8047  
REDWOOD EMPIRE (Marin Co.)  
Third Wed., 7 p.m., Lucchesi Park, Petaluma Park,  
320 N. McDowell Blvd., Petaluma  
Pres. Sheila Secchitano (707) 495-3093  
SANTA CLARA VALLEY  
Third Thurs., 7:30 p.m., Napredak Hall  
770 Montague Expressway, San Jose  
Pres. Val Patel (510) 376-8800  
SILICON VALLEY  
First Wed., 6 p.m., Armadillo Willy's,  
1031 N. San Antonio Road, Los Altos  
Pres. Randy Matteis (408) 368-3999  
TRI-VALLEY: Second Thurs., 6 p.m.,  
Meeting locations vary. Check with chapter president.  
Pres. David Goulart (925) 606-5453  
info@aquahero.net

REGION 11 (FLORIDA/GEORGIA)  
B.O.R.D. Member: Todd Starnier  
(941) 915-2135  
E-mail: tstarnier@tampabay.rr.com

CAPE CORAL  
First Tues., 6 p.m., Worsham residence  
call for location and directions  
Pres. Ira Worsham (239) 839-7665  
GOLD COAST (Ft. Lauderdale area)  
Second Tues., 6:30 p.m., Wings Plus9,  
9880 W. Sample Rd, Coral Springs  
Pres. Ana Labosky (954) 224-7733  
www.ipssagoldcoast.com;  
president@goldcoastipssa.com  
MANASOTA (Bradenton/Sarasota)  
First Mon., 7:00 p.m., Call for meeting  
location and directions  
Pres. Andrea Dospel (941) 920-2205  
NORTH GEORGIA  
Pres. James Anderson (678) 947-3600  
OSCEOLA (Kissimmee/Orlando)  
Second Wed., 6:30 p.m.  
Fat Boy's Restaurant, 2512 13th Street, St. Cloud  
Pres. David Bianco (407) 957-2609  
biancopools@aol.com  
SARASOTA  
First Tues., 6:30 pm  
Papa Nicks, 4940 Fruitville Road, Sarasota  
Pres. Andy Homner (941) 330-5757  
TREASURE COAST  
Fourth Tues., 7:00 pm  
Duffy's Sports Bar, 6431 SE Federal Hwy, Stuart  
Pres. Allen Schroeder (772) 215-1884  
VENICE  
Fourth Monday, 6:30 p.m., Valenti's Ristoranti  
1200 E. Venice Avenue, Venice  
Pres. Victor Gil De Lamadrid (941) 629-0271

REGION 12  
B.O.R.D. Member: Jason Lehmann  
(817) 605-0194  
E-mail: waterconnection@att.net

DALLAS  
Fourth Tues., 5:30 p.m., Tony's Diner  
3112 N. Jupiter Rd #307 Garland TX  
Pres. Eustaquio Portillo (214) 325-6746  
FORT WORTH  
Third Tues., 7 p.m., El Chico  
7621 Baker Blvd, Richland Hills, TX 76118  
Pres. Tina Lehmann (817) 605-0194  
MID CITIES DFW: First Mon., 7 a.m.,  
SCP, 2107 Hutton Drive, Carrollton TX 75006  
Pres. Jeremy Smith (214) 695-8717  
tadpoleps@yahoo.com  
TARRANT COUNTY  
First Tues. 7 p.m., Dixie House Café  
6200 E. Lancaster, Fort Worth TX 76112  
Pres. Dave Boyd (817) 235-5654  
WAXAHACHIE  
Second Wed., 7 a.m., Quality Inn & Suites  
3891 S. Great Southwest Pkwy, Grand Prairie TX 75052  
Pres. Neal Holt, (972) 617-9877



# Associate Members

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

## TITANIUM PARTNERS



**HASA INC.\***  
www.hasapool.com  
Mary Flynn / maryflynn@hasapool.com  
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Liquid swimming pool chemicals, dry chemicals, pool and spa specialty products. ③

## PLATINUM PARTNERS



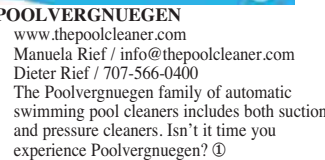
**HAYWARD POOL PRODUCTS INC.\***  
www.haywardnet.com  
Fred Manno / fmanno@haywardnet.com  
John Rodriguez / jrodriguez@haywardnet.com  
Bob Seward / bseward@haywardnet.com  
909-594-1600  
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**SCP/SUPERIOR/NPT\***  
www.poolcorp.com  
Robert Rankin / 714-288-6713  
Mike Felechner / 714-288-1940  
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## GOLD PARTNERS



**ABCANA INDUSTRIES**  
www.abcanaindustries.com / 619-444-9900  
Jesus A. Felix / jesusf@abcanaindustries.com  
Gabriel Gurmilan / gabrielg@abcanaindustries.com  
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Todd Pieri  
Todd@aquastarpoolproducts.com  
Sherri / Sherri@aquastarpoolproducts.com  
877-768-2717  
Manufacturer of plastic injection molded parts for pools and spas.



**ARROW INSURANCE SERVICE\***  
www.arrowinsuranceservice.com  
Ray Arouesty / ray@arrowinsuranceservice.com  
800-833-3433 / 805-955-9555  
Insurance issues ①



**PRO'S PICK CARGILL SALT**  
www.cargill.com  
952.984.8205  
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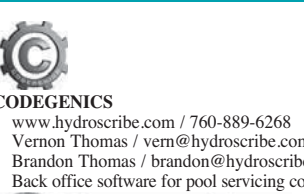
**POOL PATCH**  
www.poolpatch.com / 800-588-4008  
Thomas Lopez / tom@poolpatch.com  
Manufacturer of repair products and DEBRIS Z, Sweep Fins, Aqua Britte and HydroWave.



**WATERWAY INC.**  
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Randy Kizitaff / randyk@waterwayplastics.com  
waterway@waterwayplastics.com  
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Jana Wright / jana.wright@lonza.com  
Melissa Whipkey / mswhipkey@archchemicals.com  
Manufacturer of pool and spa chemicals.



**CODEGENICS**  
www.hydroscribe.com / 760-889-6268  
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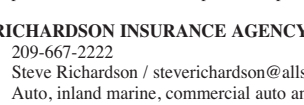
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