

# THE IPSSAN



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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.

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## Trending: Modern Water Features

# Creating Modern Pools with Modern Water Features

By Zayvian Camacho, Rico Rock

**POOLSIDE WATER FEATURES**  
are integral to the architectural aesthetic of a home and its backyard. With the continued popularity of modern homes and expansive outdoor living spaces, the water features placed on a pool must integrate seamlessly into the surrounding design.

Linear pool shapes have also become more of a trend, leading homeowners to desire water features which mirror this form. However, finding attractive, linear-shaped rocks at a local quarry is a challenge.

Artificial rock kits can provide service pros and builders with a modern water feature option to add to any backyard pool. From simple rectangular benches

to larger, more complex cave-style water features, these kits allow builders to offer easy-to-build options which provide a consistent, finished look to new pool construction or existing pool renovation projects.

### SIMPLE CONSTRUCTION

Many service pros are now offering prefabricated kits for different water feature elements. These component systems allow them to show clients a brochure of the final product at the time they sell the job. When a builder orders a prefabricated kit, it comes complete with all the parts, and each system is built by assembling and fitting the parts together.

The advantage of installing prefabricated water features is they are designed to ensure proper water flow and weight distribution. They are also reinforced with steel, which makes them structurally sound.

This makes them very appealing for service pros looking to expand their offerings to clients. Additionally, real sandstone or limestone boulders tend to wear down and, as a result, often leave sand or dirt in the pool. Cast concrete can be designed to mimic the look of limestone, in order to remedy this problem. Unlike artificial rocks cast from rubber moulds, these rocks look real because they are cast from actual rock, allowing them to take on the shape, character, and texture of natural limestone. As a result, it can be hard to tell the difference between real rock and cast concrete artificial rock.

### MODERN FOCAL POINT

As water features tend to be the focal point of the pool area, it is best to base the design around these components. Modern linear water features are primary eye-catching elements, so it is important for them to be strategically located where they can be seen from the home. Noting which doors face the backyard as well as the ideal views from surrounding windows will help create the greatest visual impact and truly set the tone for the backyard.

According to landscape designers and architects, mixing light- and dark-coloured elements



is popular in modern backyard decor. As a result, many pool owners are selecting rock water features which imitate the look of light limestone. Today's cast concrete artificial rocks not only integrate the colour of natural limestone, but they also have chipped surfaces similar to the real thing. These easy-to-install units include a weir in their design, to create a clean, modern waterfall effect. Bathers can even use the water feature as a bench, and the light colour blends easily into a modern backyard aesthetic.

### BRILLIANT LIGHTING

Like most landscaping projects, adding light to water features maximizes their visual impact once the sun goes down. It also allows homeowners to use their outdoor spaces more often. Artificial rock water features are equipped to be illuminated from underneath. In fact, many of the available kits come with hollow cavities which run under the caps

of benches and top stones, making it easy for builders and landscapers to add light-emitting diode (LED) lighting. Fiberoptic light bars can also be fitted into these modern water features by cutting out slots and tucking the bars into them. The ability to change the colour of the light will give the water feature an even more dramatic effect. Additional illuminated

pavers beneath the water feature columns will add a warm glow to the entire area.

It is essential for service pros and homeowners to think about how these areas will be used during the day and at night, as well as throughout the year. By day, water features provide soothing water sounds and terrific play areas for children to climb on, jump from, and sit under. By night, these same water features create a focal point in the backyard where the falling water and rocks are lit up by fire and lights. Some builders also include coloured bubblers within the pool, especially in the shallow end, to create a fire-like light and water effect. Strategically placed spotlights around the backyard will draw attention to trees and seating areas, while firepits will contribute more calming, natural light.

### INSTALLATION PROCESS AND TIPS

Most artificial rock water features are installed with an on-deck mount application. Concrete footings can be poured into the surrounding yard, or waterfalls can be positioned onto an existing deck space by using a type 's' mortar to attach the waterfalls. This mortar is long lasting, provides a safer bond and is easy to mix.

When installing these water features for a new project, the waterfall area can act as another "return" to the pool. Most builders will use the same pipe size for the waterfall as they do for the rest of the pool. Generally, this is 1 1/2" -2" rigid schedule 40 PVC (polyvinyl chloride) pipe. If the plumbing provided by the manufacturer is smaller, a builder can use a reducer

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## We want to spotlight our members!

### CALL FOR CONTENT

Have you had to use the IPSSA Sick Route Coverage benefit? We are looking for members to send us testimonials on how using sick route helped them in their time of need. Please send your story to [info@ipssa.com](mailto:info@ipssa.com) – As a thank you, we will select three members who submitted their story to receive an IPSSA hat. All testimonials must be received by 10/23 to be entered into the drawing.

### IPSSA MEMBER PORTAL

Have you logged on and updated your IPSSA.com Member profile listing? Enhance your exposure by uploading your company logo, linking your business website and social media pages, uploading some pictures of your work. If you need help there is a video tutorial on IPSSA.com Listed under Resources/IOU Training. If you need your log in credentials re-sent, please contact [memberservices@ipssa.com](mailto:memberservices@ipssa.com)

# CPSA Drought Update— June 2022

Prepared by John Norwood

ACCORDING TO THE U.S. Drought Monitor, a collaborative map compiled by the National Drought Mitigation Center, the National Oceanic and Atmospheric Administration and the U.S. Department of Agriculture, 97% of California is experiencing severe drought conditions. The print media in the state has been unrelenting in putting pressure on the Governor to implement water conservation mandates, as was done by Governor Brown during the 2012-2016 state drought. Much has been written over the last several months relative to the timid response of Californians to Governor Newsom's implementation of a statewide drought emergency last October and appeal for California citizen to voluntarily reduce water usage by 15%.

The reality is that in most areas of the state, water use is still 10%-15% below what was used prior to the last drought. Water agencies throughout the state have indicated to the administration that across-the-board water conservation mandates, such as imposed by Governor Brown, are not workable to further reduce water usage that has been accomplished by many districts. Nonetheless, on March 28, 2022, Governor Newsom directed the State Water Board (Board) to consider adopting an emergency regulation for urban water conservation. On May 24, 2022, the Board adopted an emergency regulation. On June 10, 2022, the emergency regulation went into effect. The emergency regulations require:

- Commercial, industrial, and institutional decorative grass should not be watered\*
- Give all trees just what they

- need: avoid overwatering
- Follow the local requirements of your water supplier
- Urban water suppliers should implement all Level 2 demand reduction actions by June 10, 2022\*

There are over 600 public water districts in California, almost 200 private water districts, 483 cities and 58 counties. Each of these entities have adopted Urban Water Management Plans (UWMP) which include water shortage contingency plans that generally contain four to six levels of water conservation goals and impose water use restrictions for each water conservation goal.

Unfortunately, there is little standardization when it comes to developing such plans. Cities that utilize the Department of Water Resources Guidebook for developing UWMP, generally do not contain any water use restriction relative to swimming pools and spas because of the work of CPSA during the last drought that resulted in deleting all pool filling prohibitions from the guidebook. The Guidebook currently recommends that UWMP mandate or encourage the use of pool covers. Entities that hire consultants to develop their UWMP, often contain restrictions on filling new pools or more than 18 inches per month because those consultants also prepare plans for cities in other states that do not have the propensity to have as much turf as is the norm for residences in California.

Because California's approach to water conservation efforts is local, as opposed to statewide, CPSA's response to prohibitions on filling new pools contained in UWMP is city by city or water



district by water district. Thus far in 2022, CPSA has engaged with at least 35 cities, two water districts and one county relative to water use restrictions that prohibit filling new pools and, in some cases, prohibit the issue of new building permits for new swimming pool and spa projects.

In the great majority of cities where CPSA has engaged, the prohibitions on filling new pools are in the latter stages of their UWMP and, as such, are not currently in effect. In those cases, our effort is to raise awareness of local elected officials that such restrictions are contained in their UWMP and that such a restriction is the only prohibition that singles out one industry. If, and when, CPSA gets notice that the public entity is considering adoption of a higher level of water conservation, CPSA plans to re-engage with that entity and do so in combination with a local grassroots effort that has proved so successful in fending off these restrictions.

Overall, the industry is faring pretty well in California, given the intensity of the drought and the media focus on water conservation efforts. CPSA did a lot of this work and was extremely successful during the 2012-2016 drought in getting public entities to remove restrictions on filling pools and spas in favor of mandating covers. As stated previously, this is the position of the Department of Water Resources and the Metropolitan Water District which is the state's largest water district. This

provides considerable third-party credibility to CPSA's arguments in opposition to such restrictions.

The good news is that the industry has so far not seen much in the way of pool filling restrictions in the Central Valley and Northern California, desert communities in the South, Orange County and in areas served by Metropolitan Water District.

Where the industry has incurred setbacks relative to prohibitions on filling new pools has been in the San Francisco Bay Area, parts of Ventura and in communities facing severe water shortages. Even in these areas, CPSA has proved that if we can get pool builders at the city council or water district meetings, we can defeat prohibition on filling new pools.

Going forward, the industry simply must do a better job of grassroots participation at local city council and water district meetings. The facts are on our side. It seems that many pool builders believe that water use restrictions on the industry emanate from Sacramento and there is little a builder can do locally to change the outcome.

CPSA is actively recruiting local builders to inquire locally about water use restrictions in UWMP before the city or water district schedules such ordinances or conservation levels for a vote. However, having member pool builders testify at a hearing is most often the best chance the industry has to defeat these unwarranted restrictions. ■

## 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 Virtual experience. 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:

- **Education Committee**  
Provides advice to the BORD on the strategic directions, development of the educational activities of IPSSA and public awareness to the community. Oversees the IPSSA Education Fund.
- **Marketing and Outreach Committee**  
Designs and implements strategies for promoting IPSSA by continuously strengthening its brand and message - Knowledge through Community
- **Membership Committee Program**  
Promotes and facilitates the recruitment and continuity of IPSSA members

Please submit your email intent with your name, and committee you wish to serve. Those wishing to volunteer may select one-committee to serve. If interested, please submit your name right away. If you are not selected for the committee of choice, please know that committees change throughout 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](mailto:rose@ipssa.com) ■



## A Message from IPSSA President, Todd Starner

**HOPE THAT THIS FINDS** everyone well at the summer season. I recently attended a committee meeting; I came to the realization that one of our greatest member benefits is not utilized. The IPSSA ED FUND is for all that seek to improve themselves professionally. Any service technician can receive a scholarship for courses you wish to attend, through the IPSSA ED FUND. Judging by the amount of money still in the fund, I bet you are not aware of this opportunity. All you have to do is apply for a \$200 scholarship ([click here](#) for the ED FUND Guidelines and Application). I recently took a CPO course, which is an example of a course that qualifies for the fund. My next step is to simply fill out the application and submit it to IPSSA for reimbursement. If you aren't sure how to apply, go to the link above for the Guidelines and policy. One more benefit I would like to point out ...please start using the [member portal](#) on the IPSSA website more! It is available 24/7. There is so much information on the IPSSA member portal and new information is added regularly. Just take some time and check it out. Have a great month, safe 4th of July weekend and thank you for your support!

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# Modern Pools with Modern Water Features

Continued from front page



Service professionals must also consider the flow rate of the water features in relation to the circulation flow rate of the existing pool. Most waterfall features have a ‘range’ of gallons per minute that flow through the waterfall—allowing the homeowner to choose a lower flow rate that provides a softer water sound or allows the homeowner to turn up the flow for a louder water sound—which might be a way to cover other environmental sounds, like nearby traffic flow. It is important to verify

the waterfall is not diverting too much water away from the pool, which might compromise the circulation of the water and adversely affect the water quality. Depending on the size of the waterfall, pool professionals might need to upgrade the pump. Another key step is to check for any leaks in the plumbing system before securing the waterfall to the deck.

Once the waterfall has been fitted to the pool, the water stub up plumbing can be attached to the waterfall fitting. It is helpful to connect the pipe to the stub up with flexible PVC pipe for ease of removal and adjustments. The top of the “spillway” should also be level for proper water flow. It is best to ensure there is not too much water flowing through the waterfall, as it can sometimes splash out. This not always obvious, because it flows out behind the water feature. Not only will the pool’s water be lost, but it can also kill surrounding landscaping and vegetation.

## CONCLUSION

Evoking the beauty of nature, today’s artificial rock water features truly appear to be quarry-found limestone. Service professionals that want to expand their product offering to their clients now have access to easy-to-install, two-piece and three-piece kits to complement any modern backyard decor. These stones are perfect for sitting, lounging, or using as a launch pad to jump into the pool. They also allow builders to get creative, as their long blocks can be installed

vertically or horizontally, as desired. Combined with a variety of lighting features, contrasting decking materials, and a pool’s blue interior, artificial rock water features create unity, cohesiveness, and a truly modern backyard aesthetic. ■



## ABOUT THE AUTHOR

Zayvian Camacho is a resident of Austin and while taking classes in landscape design he started doing product design at RicoRock. Zayvian has overseen the development of the new 7 Ft. Climber, a vertical waterfall unit built on a structural steel frame; this meshes well with his primary hobby which is rock climbing. Doing both design and fabrication for Rico Rock, Zayvian is also part of the team developing new waterfalls and doing select construction projects.

bushing. Most manufacturers also suggest using a flexible spa hose to connect to the waterfall fitting. A ball valve or three-way valve is recommended to control the power level of the water feature, as well as the sound of the water. Often, pool owners want the waterfall to mask nearby traffic noise or prefer the sound of heavier water flow, while others want a softer sound. Using this type of valve will give them that flexibility.

If a new water feature is part of an existing pool renovation, installing a stub will help connect it to the existing plumbing, as well as the return line from the pool filter. Most manufacturers provide detailed videos on how to install a “stub up” for an existing pool. Consulting these videos along with installation manuals will also provide specific time-saving tips to ensure a flawless process.

## An IPSSA tribute to Don Roddick

**THE INDEPENDENT POOL** and Spa Service Association (IPSSA) was fortunate to have had the leadership and talents of Donald Leroy Roddick (1927-2022). Don had a passion for pool and spa service and enjoyed providing quality care for all his appreciative clients. He especially enjoyed serving IPSSA as a leader and mentor for his local chapter and Region 10.

Don served in the US Army during WWII as a tank mechanic, then after the war, he joined

the US Marines and served as an aircraft mechanic. After his military service, Don worked, in the Los Angeles area, as a jet propulsion and rocket mechanic for North American Aviation, Boeing and Rocketdyne. In his spare time, Don and his brother built and raced significantly modified “hot rods” on the Bonnyville Salt Flats. At one time, Don even held the world’s record distance flight of a non-radio-controlled model airplane.

After his Rocketdyne career, in

the late 60’s, Don started his 2nd career nearby working for none other than, “IPSA” leader, Ben Beeler, of Bee Sunny Pools. A few years later, he moved his family back home to Monterey. There, Don started Bay Pool Service which his loving family continues to operate to this day.

In 1993, Don worked with the Monterey Conference Center and host hotel, Double Tree Inn (now Portola Plaza Hotel), to renovate the swimming pool and spa equipment for the upcoming

Pool Industry Expo (PIE Show). Using the industry’s latest equipment, Don worked with Sta-Rite, Teledyne Laars, Compool, Letro, Chemtrol, Stenner and Or-Cal to make the pump room into an operational exposition display and pool school.

In 1997, Don became the first president of Monterey Coast IPSSA chapter - one of many chapters born out of the greater



Santa Clara chapter. Being the chapter’s respected Godfather, he was “The Don”. In 2000, he proudly served as IPSSA’s Director of Region 10. Don truly enjoyed the camaraderie and continuing education of IPSSA members.

Don had a practical and innovative approach to pool service, no doubt from being something of a rocket scientist. He kept a clean and tidy truck and minimized the payload to just the day’s necessities. He did not like to have a tele-pole sticking out or to carry a lot of tools into the backyard, so he made sure every pool had a pole, net, brush, etc. on site. Don was good-natured, healthy, soft spoken, understanding, resourceful, unpretentious, and calm. He always took the time to provide excellent pool service and he did not drive his pool truck fast.

Thank you, Don. We - your family, IPSSA members, clients, friends and nation, are eternally grateful for your military service and your pool industry service. Now, as you please, fly away or float away in peace. ■

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# Understanding Salt Chlorine Systems for Spas

By Scott Lenney, ControlOMatic

SALTWATER SYSTEMS and chemical automation have been evolving for almost 30 years. Newer, more modern systems are the result of miniaturizing technology which has been available for pools and larger spas for decades. This technology allows users to add salt to the water, and through the process of electrolysis, sodium chloride is split into low levels of sodium hydroxide and chlorine. Once the chlorine has sanitized the water, it combines again with sodium to revert back to salt and re-cycles.

Today, salt chlorine systems are also available for small hot tubs and spas—either inline or as drape-over units. Not only are these units easy to install, but they also make spa maintenance easier, require a minimal amount of salt, and simplify water care to ensure client loyalty and additional revenue for businesses.

#### HOW THEY WORK

Unlike traditional chlorine and bromine treatments, which lower alkalinity and pH, salt chlorine generators for spas use a process

that increases the pH of the water and ultimately protects equipment against corrosion. This is vastly different from earlier systems which required 3000 to 5000 parts per million (ppm) of salt—making the water highly corrosive. Now, certain systems only require 1500 ppm of salt, which is almost considered fresh water. It is also beneficial to keep water hardness at 250 to 300 ppm for salt levels of 1500 to 2000 ppm, and 300 to 400 ppm for salt levels of 2000 to 3000 ppm, to help protect against corrosion.

As most service professionals know, salt chlorine generators make very pure chlorine and truly improve the spa soaking experience. Traditional chlorine and bromine products contain compounds which build up and inhibit the chlorine's ability to oxidize and sanitize the water. As a result, service professionals will frequently need to drain these spas to keep the water clear. Without draining, the water produces conditions which can lead to cloudy water, skin rashes, dry and itchy skin, or worse. Not only do

salt chlorine generators provide better water for users' health, but they also reduce the use of expensive chemicals, so spa and hot tub owners will spend less, use less water, and be more satisfied with their purchase, as well as more loyal to their spa service provider.

Jason Minor of Spatacular Hot Tubs in Medicine Hat, Alta., says his company started looking for sanitizing alternatives about two or three years ago, when the use of bromides was banned in Canada. Through this search, he discovered the ease and convenience of the salt chlorine generator.

"This product is easy to sell and install," says Minor. "We really cannot recommend the old chlorine pucks in a dispenser to anyone, as it feels like suggesting horse-and-buggy technology. Not only do you have to load the dispenser once a week, but as the pucks dissolve, cyanuric acid is released into the water, which builds up and makes the water's pH go way down. Then you find yourself fighting low pH, trying to keep the water chemistry balanced, which is a time-consuming, never-ending battle."

Kevin Brakebill of KNS Hot Tubs in Redmond, Ore., had a similar experience when he sought out substitutes for traditional chlorine at the onset of the recent chemical shortage. Brakebill has always had concerns about using chlorine and bromine floaters in spas, because they make water caustic and do not measure its need for sanitizer.

"I find the bromine tablets cannot keep up with demand, while the chlorine tablets keep adding chlorine, even when the spa water does not need it," he says. "The salt chlorine generator not only generates chlorine using regular table salt, but it also measures the chlorine levels in the spa water and turns off automatically and stops making chlorine once the spa water has enough chlorine sanitizer."

#### EASIER MAINTENANCE

Salt chlorine generators benefit spa and hot tub owners because they make water maintenance much easier between service visits. In most cases, a saltwater hot tub can be maintained with just salt for sanitation, white vinegar for pH control, and a phosphate remover. Service professionals who install salt chlorine generators on spas will find their maintenance visits will run smoother, and the spa itself can be left unattended much longer between service visits. The system will ensure the water remains clear for weeks with little to no attention.

Hot tub maintenance with a salt chlorine generator simply requires a pH adjustment once a week, as well as a monthly inspection of the cell to help prevent scale buildup. If scale is present, it is recommended to soak the cell in white vinegar for 20 to 30 minutes. Muriatic acid

Continued on page 8

## What might be heard at Mount Rushmore about Salt Water Pools...

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# Salt Chlorine Systems

Continued from page 7

should not be used, unless it is diluted with 10 parts of water per one part of acid, or the cell will be damaged.

Salt chlorine generators can be especially helpful when installed on spas and hot tubs in semi-private rental homes, says Brakebill. Rather than scheduling frequent professional service visits, homeowners can leave a note for renters to hit a button on these intuitive devices at the end of each day—a much more realistic option than asking them to test the water and add chemicals to make sure there is enough sanitizer.

## SIMPLE INSTALLATION

Installing a salt chlorine generator on a spa or hot tub is a simple operation. With an inline system, it is possible to use a compression fitting to install the cell in the filter compartment, which keeps it out of the way while making it easy to inspect and service. Connecting a drape-over system involves draining, refilling, and adding salt plus a small amount of liquid chlorine and acid or white vinegar. It will be necessary to get power to the unit, which is often taken from the spa pack or by installing a ground fault circuit interrupter (GFCI) outlet.

Minor's company sells and installs salt chlorine generators for new and existing spa and hot tub owners. He says the systems are easy to mount to the side or a nearby wall, plug in, and place the probe into the water.

"In fact, the unit is so easy to install,

we even have some clients buy the units off our shelves to install themselves."

When determining the best system to sell and install, the first element to consider is a 'boost' function. This feature will help bring chlorine levels up after use, as needed. Another important component is an automatic chlorine detection feature, as it will help prevent over-chlorination of the spa or hot tub water. Brakebill explains most spas typically need about six cups of salt added to the water.

"The salt chlorine generator has an easy-to-understand panel with indicator lights, so users know when to give the spa water a boost after heavy use," he says. "It also indicates when table salt needs to be added to the water, so the device can generate chlorine."

Brakebill explains most spas typically need about six cups of salt added to the spa water. "I like to warm up the water, add the salt, drape the cell into the water and watch it start to work. It is interesting to see the process in action."

## CUSTOMER SATISFACTION

Building customer loyalty is important for specialty retailers and service professionals. Businesses can set themselves apart from their competition by selling and installing salt chlorine generators on spas and hot tubs. The goal is to make clients happy with their purchase by minimizing the maintenance, so they can maximize their relaxation and hydrotherapy.



"We spend time talking to our clients to help determine the best system to help them maintain their spa water," says Minor. "We find some clients are really savvy when it comes to testing and maintaining balanced spa water, while others really do not want to be testing every week. This latter customer is the perfect candidate because the system generates chlorine, has sensors to test the level of chlorine in the water, and makes automatic adjustments."

Clients also want to feel like their spa or hot tub is a good investment, rather than an expensive money pit to maintain. Brakebill ensures he explains the additional cost benefits of salt chlorine generators.

"I have been around a long time, so



I know which systems require too many expensive replacement parts or require expensive chemicals," he says. "I can buy a 50 lb bag of table salt for \$10 to be added to the spa, making it an affordable and easy-to-use water maintenance system. My clients appreciate that I am providing a great system which is also affordable and good for the environment."

Service professionals and retailers looking for a product to help build customer loyalty should consider these simple salt chlorine generators for spas, as this technology will simplify the maintenance of the spa water while providing spa clients with amazing water quality. ■



## ABOUT THE AUTHOR

Scott Lenney began his career in manufacturing chemical automation in 1997, with his company Acu-Trol. In 2005, he launched ControlOMatic, and a line of saltwater chlorine generators for spas and pools. Lenney also invented chlorine detection technology, which allows controllers to start and stop producing chlorine automatically, for a simple solution to water maintenance. He added this functionality to his chlorine generators in 2014. Lenney received a master of science in electrical engineering from the California Institute of Technology, as well as a master in business administration. Before founding Acu-Trol and ControlOMatic, he worked for Hughes Aircraft Company on the Galaxy class satellites, along with various companies developing electric vehicles including General Motors, Sysstronix, Enova, and US Hybrid.

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# Carbonate Alkalinity

By Rudy Stankowitz, Aquatic Facility Training and Consultants

YOU ARE PROBABLY familiar with the effect of cyanuric acid on the effectiveness of chlorine. Or, at least, the myth of chlorine lock. Regardless, we agree that the subject gets a tremendous amount of attention. We can also agree that pool professionals don't often see eye to eye on the subject. Still, the biggest issue is not whether or not CyA (cyanuric acid)

level restricts the chutzpah of hypochlorous acid. It's the failure to calculate Carbonate Alkalinity.

The genuine concern is in the failure to account for this byproduct of the heat degradation of urea in its contribution to TA (Total Alkalinity). Our testing picks up a bit more than we need. That little extra (sometimes a lot) can leave us in a stealth corrosive water situation. Total Alkalinity is the measure of carbonates, bicarbonates, hydroxides, and cyanurates. Unfortunately, when dealing with swimming pool water, it is only the Carbonate Alkalinity; we need the Total Alkalinity minus the contribution of cyanurates.

## CARBONATE ALKALINITY

This is similar to the difference between Total Hardness and Calcium Hardness and how in water balance, we use the adjusted version versus the total. We do not want Total Alkalinity or Total Hardness. This is also part of the reason test strips are taboo. Total Hardness is the measurement of both calcium and magnesium. We can isolate the calcium hardness

in a titration test by skyrocketing the pH (20 drops of R-0010-C). This is essential because magnesium can be as much as 25% or more of that Total Hardness measure. Test strips cannot eliminate magnesium from the result and provide us with a number that we cannot use.

## CONTRIBUTION OF CYANURIC ACID

Regrettably, no such test for Carbonate Alkalinity exists. To account for and eliminate cyanuric acid's contribution to Total Alkalinity, we have a simple mathematical equation that does the trick. The formula is as follows:

$$TA - (CyA \div 3) = \text{Carbonate Alkalinity}$$

We subtract 1/3 of the cyanuric acid ppm (parts per million) tested in our customer's pool water from the ppm of Total Alkalinity tested in that same swimming pool. This new number (Carbonate Alkalinity) is



the value we should use for ALL adjustments, including your LSI (Langelier Saturation Index) water balance calculations.

## ETCHING OF PLASTER

Pool water needs to be saturated with calcium and carbonate to be unaggressive. Otherwise, the water will dissolve what is necessary to meet that demand from the pool plaster (etching). Vinyl pools are not off the hook as vinyl manufacturers are now using calcium carbonate for manufacturing their products. In cases of imbalanced LSI, degradation will occur losing this 'ingredient' to the water it holds.

Although not the cause, cobalt staining in fiberglass pools and spas can augment in water with lower calcium hardness levels. ■

“Although cyanuric acid was first synthesized by Friedrich Wöhler in 1829, (by the thermal decomposition of urea and uric acid), it wasn't used as a chlorine stabilizer for swimming pools until much later.”

MARCELLE DIBRELL,  
SERVICE INDUSTRY  
NEWS



## ABOUT THE AUTHOR

Rudy Stankowitz is a 30-year veteran of the swimming pool industry and CEO/President of Aquatic Facility Training & Consultants. He has conducted swimming pool related training/technical seminars throughout the world. Stankowitz is an award-winning PHTA and NRPA instructor. CPOClass.com

# Off the Deep End

## Pool Bob's Hydro – Eclectic Musings

### KICKING THE BUCKETS

“You have got to get rid of all those empty pool tab buckets!” said my precious.

“But honey, I will use them all sooner or later. You don't expect me to just throw them away, do you?” and then I offered, “Wouldn't you like another kitchen recycle bin, so you can, now, separate the paper recyclables from plastic? I betcha you could

use another waste basket in each room too.”

My beloved answered, “NO, THANK YOU! One five-gallon waste bucket in each room is plenty, in fact the one in the bathroom is definitely too big. Honestly, you have got to do something about all those buckets. There are way too many of them in the front and back yard and they're a mess. The neighbors

have complained and now the city says they intend to give us a citation for having a 'bucket hoard' and eyesore. Everybody must think we're crazy!”

“Oh, my darling, they're just jealous and they all wish they had more buckets themselves. I'm sure of it. Don't all the neighborhood kids come over and play with our kids in the world's largest bucket castle? And didn't I give at least four dozen buckets for the city maintenance crews to use for tree planters last year. What more do they want? My buckets are perfectly good, mighty handy and downright valuable,” I explained.

My sweetheart answered aggravated, “Did you already forget that three story castle disaster you built, collapsed, and almost crushed our little Wally Bob. And I am certain the city workers just threw your so called 'planter buckets' in the dumpster. So, here's the deal, buckaroo, the buckets go or I go!”

I guess dearest really means it this time. I didn't know she was going to be such a tough sell, so I pulled out all the stops and went for the Ben Franklin Sales Close. “My love, did you know the big hardware stores sell buckets for five dollars, apiece. And that's without a lid. Why, according to my calculations, baby doll, we have a white gold mine worth about 20 grand in the backyard and that's not even including all the smaller buckets. Just give me one good yard sale and we will be able to take that

## ABOUT THE AUTHOR

Robert (Pool Bob) Blade operates Aloha Pool and Spa and is a 20+ year member of the Monterey Coast IPSSA Chapter, Past President, Region 10 Secretary and PIE Show museum curator.



long-awaited family summer vacation, to go see your folks, in the Mojave Desert.”

After a moment my love said, “Here's your dinner, Mr. Big Bucks.” She served my spaghetti in a 10-pound tablet bucket, the salad in a 5-pound plaster patch pail, my dessert pie on a bucket lid and my drink in a DE scoop. Okay, I can take a hint, but she better not say anything about my boxes of empty test reagent bottles.

## NET INCOME

Sometimes, falling leaves blanket the pools with hours of “joy” for us pool technicians and it is the time when our thankful clients most value our net worth. However, skimming and raking lots of leaves and debris may be hazardous to your musculoskeletal health. Our IPSSA insurance guru, Ray Arouesty, tells us the rotator cuff injury is the most common injury for a pool tech. Apparently, 4 to 5 pounds of wet leaves, in a skimmer net, multiplied by 8+ feet of a telescoping pole, can create a great amount of torque on the shoulder joint and muscles, as well as the

upper, middle, and lower back.

My chiropractor advises me to keep my shoulders back and chest out (just like mom always said) and to keep my head upright and between my shoulders. Our arms are designed to do all the moving, but try to keep your elbows down and in. Keep your hands below your head. Don't stretch out too far or lean over to get “just one more leaf”. Extend the pole as needed, otherwise keep it retracted and mostly balanced in your hands. Use a smaller net (18" wide or less) and empty it often. The “giant nets” are for giants. Push and pull the leaves smoothly into the net, with graceful serpentine movements, always flowing water over the submerged leading edge of the net and in one forward direction. Avoid jerking motions or pushing and pulling too hard. Smooth is fast enough.

Think Dances with Pools, not Splash and Dash. ■

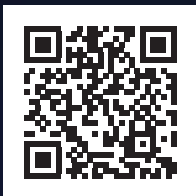
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# Disrupting The Enemy: A Strategy for Fighting Algae

By Terry Arko, Product Training Content Manager at HASA, Inc.

MY FAVORITE WWII movie is The Great Escape. If you have never seen it you should if only for the motorcycle chase between the Nazis and Steve McQueen. All of the greatest escape artist in the allied forces are put into one prisoner of war camp. The German commandant puts his fist down and says that there should be no attempts to escape. The British commander replies by saying that it is the sworn duty of every allied officer to do whatever it takes to disrupt the enemy. I

thought about this when I was thinking about how we deal with algae. Any pool pros enemy. And really the best way to deal with algae is to do whatever it takes to disrupt it.

Ok so we are not all phycologists (someone who studies algae) so let's start with the basic list of the most common algae enemies found in pools.

First there is free floating commonly known as green algae. This is the stuff that makes the pool look like a lake or pond.

Then there is the clinging form or more typically yellow or mustard algae. And there is the burrowing type that makes its way into cracks and crevices mostly in plaster or aggregate pools, the dreaded black algae. We will look at some ways to disrupt all these forms.

There are others. Yes besides the common forms there are many other forms of algae which can make their way into pools. There are several thousand forms of algae that have been recognized and thousands more that still have

not been classified.

There are also bacterial forms such as blue green cyanobacteria and pink slime. There are water molds that can form on filters and in plumbing. And of course the dreaded biofilm that can form in pipes from the accumulation of organic waste, fungus, mold and more. The key to effectively keeping the pool free from these biological vipers is simple. You have to disrupt them, so they are not comfortable in the pool environment.

bomb it with chlorine typically 40 ppm. Brush the pool, add a good polyquat algaecide and let the filter run. In many cases this will do the trick usually within 8 to 24 hours. Pools that are really thick with green may require a product that can turn the swamp back to blue within 24 hours. This is a granular ammonium salt that reacts with chlorine to blast the green stuff out. These work well but the instructions must be followed and either liquid chlorine or Cal hypo must be used. Do not confuse the green color of water from metal in the pool for algae. The way to tell the difference between green algae water and green from copper is by the clarity of the water. Green algae will cause the water to be turbid and slimy. The water will be dark green and very cloudy. Green from copper will show as a bright lime to emerald, green but the water will be clear.

## YELLOW ALGAE

Yellow hell also known as mustard algae is that stuff that you brush away and every week its right back in the same place. Brushing is a good start for disrupting this menace, but you need to also hit it with a high dose of liquid chlorine and use a copper algaecide. One of the best ways to disrupt yellow algae is to use a copper ion type product and there are several of these that go into the skimmer and can be effective at keeping yellow algae at bay. If these metal products are not

Continued on page 12

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# A Strategy for Fighting Algae

Continued from page 11

preferred then there is also sodium bromide -based products that work well along with chlorine to eradicate yellow algae. The yellow algae sodium bromide products should be used judiciously. Too much dependence on these types of products can lead to a high accumulation of sodium bromide which will cause higher chlorine demand. Chlorine is consumed in the oxidation of the bromine salt to form active bromine. Active bromine cannot be stabilized, and it doesn't last in outdoor pools. Holding free chlorine will not be possible in a pool with too much sodium bromide. One of the best ways to ensure that sodium bromide doesn't take over is to do a dilution of the pool after treating with any sodium bromide algae product. Most importantly when treating yellow algae: Brush before treatment and brush after the treatment.

## BLACK ALGAE

One of the most nefarious forms there is. This nasty little creature shows up primarily in plaster pools wherever there are rough spots, cracks, or crevices. It is a burrowing creature that needs something to hold onto. Also, it is alien like in that it spreads like evil and has a built-in protection device in the form of a calcium carbonate shell. The best way to deal with black algae is quickly. Allow it to be comfortable and it will invite all of its family and friends into the pool as well. When black algae is spotted grab the steel brush or some 60-grit wet or dry sandpaper. Brush it or rub it with the sandpaper to knock off the calcium carbonate helmet it wears for protection. Then bomb it with granular chlorine. There are forms of trichlor available specifically for black algae use. The idea is

to allow the granular to settle on or near the exposed black algae. Once the algae begins to lighten and die off it should be thoroughly brushed again. Shocking with liquid chlorine while treating black algae can be amazingly effective as well as this will kill any bits of black algae that break off from brushing and may be floating in the pool. Research has also shown that certain black algae can really be a cyanobacteria, which could be harmful to humans and animals. So, it is really important to get black algae out of the pool. If black algae is a continual plague in a pool, look at the surface. It could be time to re-surface the pool. At the least do whatever is possible to smooth rough areas and seal over cracks. This can be done by spot repairing in the areas where the black algae accumulates and sanding smooth.



Photo: MovieStore

## THREE ALGAE PREVENTERS

First chemically. We know the HOCl the initial reaction of chlorine in pool water is deadly to algae and bacteria. It takes just 0.05 ppm of HOCl to kill algae and bacteria. Wherever we are keeping our free chlorine residual it needs to be enough day in and out

to kill algae. Basic chemistry tells us that at a pH of 7.5 you produce 50% of HOCl and another 50% of a weak ion -OCl. At a pH of 7.5 and a cyanuric acid (CYA) level of 30 ppm 97% of chlorine is bound to CYA and only 3% is available to kill algae and bacteria. Of the 3% chlorine 1.5% is HOCl killing agent and 1.5% is the -OCl weak ion. Let's see if you are using enough free chlorine (FC) to keep algae out of the pool:

- 2.0 ppm FC x 1.5% = 0.03 ppm HOCl (Not enough to kill algae)
- 3.0 ppm FC x 1.5% = 0.045 ppm HOCl ( Maybe enough)
- 4.0 ppm FC x 1.5% = 0.060 ppm HOCl (Algae killed)

Next add borates. Borate is used industrially as a safe pesticide and fungicide. It works excellently at preventing algae. While borates can't kill algae that has bloomed and is visible it can prevent it. Borates disrupt cell wall development, metabolism, and cell division. So, the algae can't get a foothold. 50 ppm of borate is a good target.

Keeping CYA managed at between 30 to 50 ppm, maintaining chlorine residual of 4 ppm and pH balanced 7.4 to 7.5 is a particularly effective way to prevent algae in the pool without having to use algaecides. The best way to prevent algae is to do all of the above and also add borates.

The third and final prevention step is simple, and anyone can do it. Brush the pool. It isn't the most exciting part of pool service but brushing every time at every stop is vital. Simply chemically treating without physical brushing would be the same as if you use mouthwash but never brushed your teeth. We brush our teeth to disrupt the growth of plaque. Well algae is a form of plaque and one of the most effective ways to disrupt it is regular brushing.

Remember it is your sworn duty as a pool pro to disrupt the enemy. ■

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## IPSSA's Path to Professionalism Member Spotlight

IPSSA's first and foremost priority is to assist its members with growth and professional development through IPSSA's community, education, and support.

Each month we will be highlighting a member through our IPSSA's Path to Professionalism Member Spotlight. This month, please meet Ismael Lemus of IPSSA Region 2 – Ventura Chapter,

“**The Path to Professionalism means actively learning current aspects of the profession you practice. Every (chapter) meeting is full of updated information on pool service techniques.**”



ISMAEL LEMUS  
Izzy's Pools of Moorpark, CA  
IPSSA Region 2 - Ventura Chapter

## Resource Corner

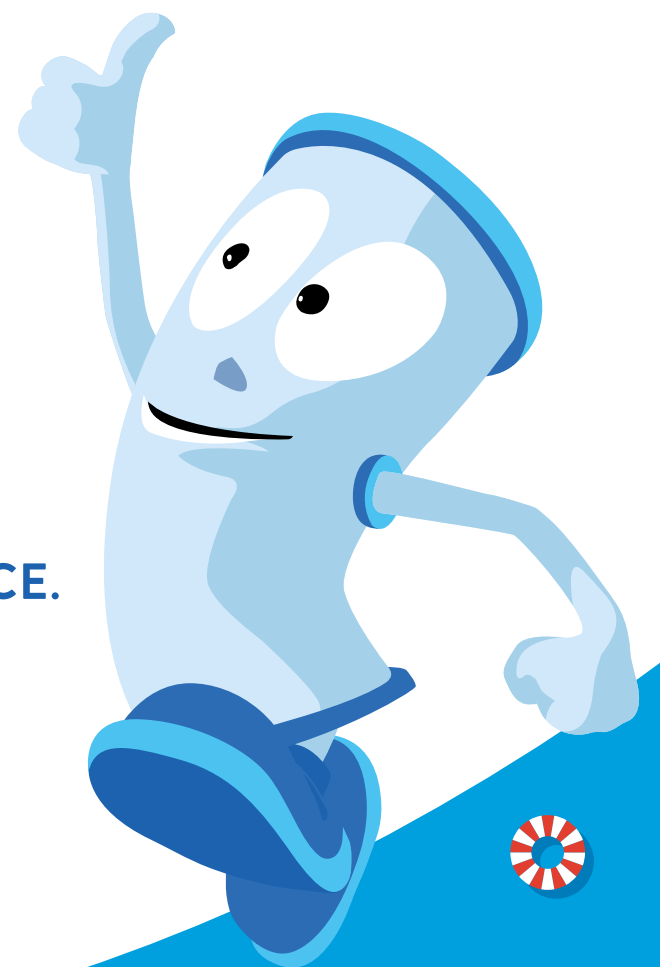


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# Using Mobile Technology to Manage Service Truck Inventory

By Rachael Pritz, RB Pool & Spa

AS POOL BUSINESSES ARE frantically keeping up with the demand, many still struggle to keep track of their actual costs to ensure high-profit margins on each job. Unfortunately, with widespread shortages in supplies, backorders and fluctuating prices across all areas of the pool and spa industry, businesses need to keep tighter control of inventory and ensure that product mark-ups are high enough to ensure profit margins that will cover both the overhead and marketing costs. Although it seems impossible that profit margins on service work could actually shrink during today's unprecedented demand, without tight control on inventory and costs, this is exactly what might happen.

Inventory control is a key component in running a lean and profitable business.

Now is the time to take advantage of new mobile technology integrated into today's business software programs that provide the tools needed to tighten logistics, manage cycle counts and gain a renewed sense of control over your inventory even on your service trucks. Don't fall victim to inventory inaccuracies or be frustrated by missed sales, surprising shortages and lost income. In order to avoid writing off large amounts of inventory this coming season, implement an inventory management system that will pay for itself in the first year.

#### SERVICE TRUCK INVENTORY PLAN

Putting an inventory plan into place tends to be an easy business decision—especially when some pool and spa businesses have been known to write off \$50K-\$150K of



inventory over a year. But in order to have a successful plan, all employees responsible for inventory and must “buy into” and be held responsible for an inventory plan. The goal is to put a plan in place as soon as possible as pool pros work to maximize the profit potential during another busy summer season.

It's important to start your plan by creating an inventory spot in the warehouse for each service truck. Consider using pallets, bins or shelves designated for each truck. This becomes a “flex” service truck inventory and should be counted as one unit. To make it easier to implement a comprehensive inventory plan that includes service vehicles, look for a software solution that allows inventory to be done through smartphone or tablet.

#### STANDARD TRUCK INVENTORY & “WAREHOUSES”

Come up with a standard inventory truck stock and fit the truck to it. Strip the truck down and count every single piece you put back. Do this one truck at a time and set these “warehouses” within your business software system with names such as “Bill's Service Truck”. This allows you to manage the truck inventory like managing multiple warehouses. Use re-order system alerts to hone-in on inventory levels. Be sure to use case quantities so you don't have to replenish constantly. If a tech needs filter cleaner on their truck, give them a case from the pallet and let them pull it as

“Exposures can occur through direct contact, indirect contact, or respiratory transmission. The pool area is a very unique workplace and there are many causes of possible exposure.”

needed! This allows your operations person to run inventory reports at their leisure and replenish the stock site as needed. Be sure your business software offers search features that allow you to search inventory by department, vendor, category or by typing any portion of the item's description. This makes managing inventory, including transferring inventory from trucks to store or between trucks, far easier.

#### COST CONTROL

Fluctuating prices across all pool and spa supplies has made it even more imperative that pool pros need to be up to the minute on the price of any equipment or supplies being used in service work. The RB Pool & Spa software, for example, offers an AP Costing feature that automatically updates all product costs through vendor integrations allowing for quick adjustments in pricing and contracts. Being about to track backorders and price fluctuations, have precise knowledge of every gasket, hose and tri-chlor tablet is imperative with all parts and products in short supply.

Continued on page 17

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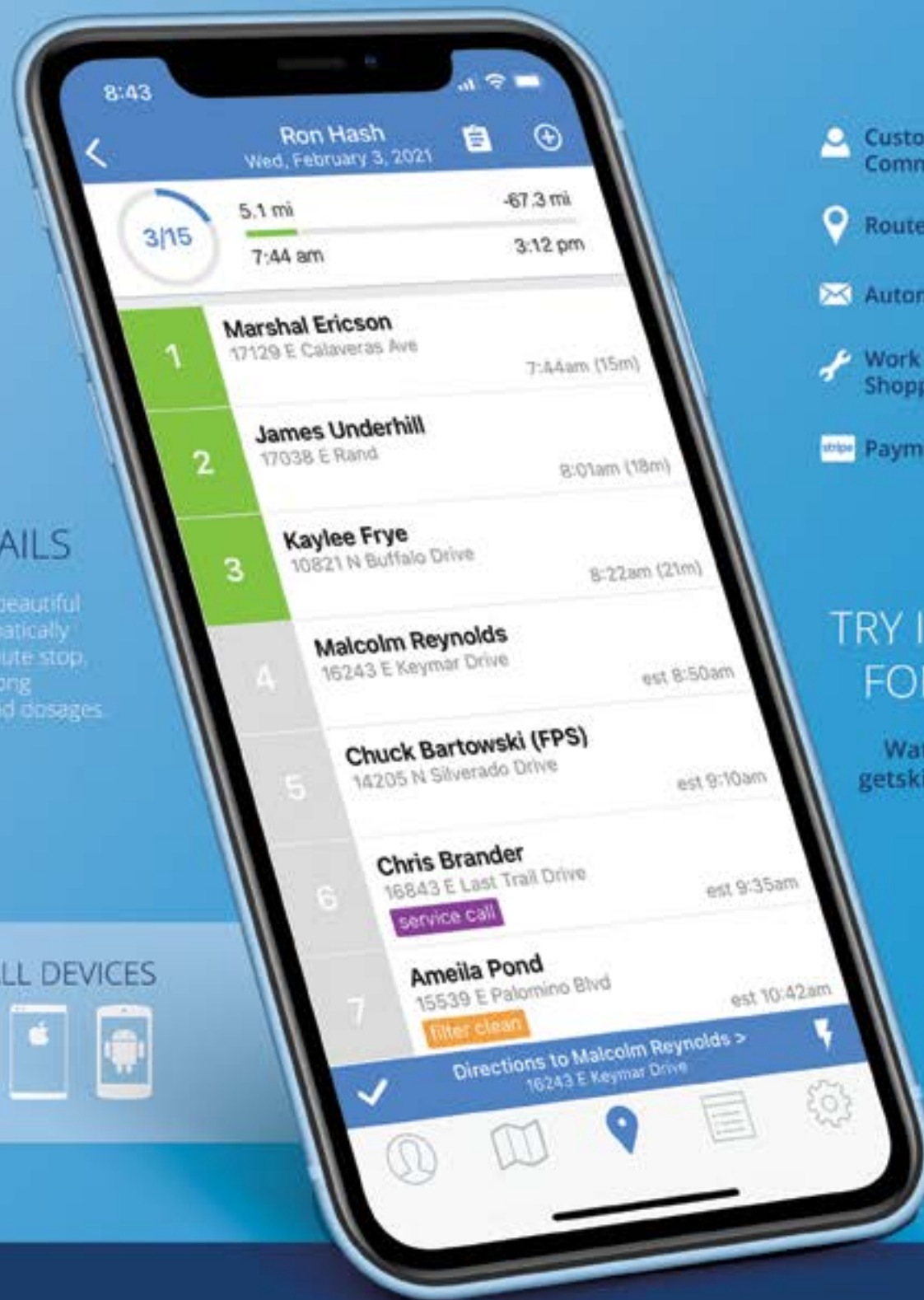
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# Choosing a Business Structure

By Deylon Wealth Management

IN MARCH 2020, about 804,398 new businesses had been created in the preceding year. All individuals pursuing the dream of exercising their entrepreneurial muscles, will face the same question, “Which business structure should I adopt?”

Each strategy presents its own set of pros and cons. To complicate matters a bit, the 2017 Tax Cuts and Jobs Act created several key changes that may benefit certain business structures. For example, the new law added a 20-percent deduction of qualified business income for certain pass-through entities. However, service industries (e.g., health, law, professional

services) are generally excluded, except where income is below \$315,000 for joint filers and \$157,500 for other filers. This provision is set to expire December 31, 2025.

This overview is not intended as tax or legal advice and may not be used for the purpose of avoiding any federal tax penalties. Please consult legal or tax professionals for specific information regarding the most appropriate business structure for your organization.

## SOLE PROPRIETORSHIP/PARTNERSHIP

This structure is the simplest. But it creates

no separation from its owner. Income from the business is simply added to the individual’s personal tax return.

**Advantages:** Easy to set up and simple to maintain.

**Disadvantages:** Owners are personally liable for the business’ financial obligations, thus, exposing their personal assets (house, savings, etc.). It does not offer the prestige or sense of permanence of a corporation or LLC.

## C-CORPORATION

A C-corporation is a separate legal entity from its owners, making it easier to raise money, issue stock, and transfer ownership. Its life is perpetual and will survive the owner’s death.

**Advantages:** There may be tax advantages, including more allowable business expenses. It protects owners from personal liability for the company’s financial obligations and may lend a measure of prestige and permanence.

**Disadvantages:** More expensive to set up, the paperwork and formality are greater than for a sole proprietorship or LLC. Income may be taxed twice, once at the corporate level and once when distributed to owners as dividend income.

## S-CORPORATION

After forming a corporation an owner may elect an “S-Corporation Status” by adopting a resolution to that effect and submitting Form 2553 to the IRS.

The S-corporation is taxed like a sole proprietorship, i.e., the company’s income will pass through to shareholders and be reported on their respective personal tax returns.

**Advantages:** S-corporations avoid the double taxation issue associated with C-corporations, while enjoying many of the same tax advantages. Owners are shielded from personal liability for the company’s financial obligations. It provides



the prestige of a corporation for small businesses.

**Disadvantages:** S-corporations do not have all the tax-deductible expenses of a C-corporation. The cost of set up, the paperwork, and formality are greater than for a sole proprietorship or LLC. S-corporations have certain restrictions, including a “100 or fewer” shareholders requirement. Shareholders must be U.S. citizens, and the business cannot be owned by another business.

## LIMITED LIABILITY COMPANY

An LLC is a hybrid between a corporation and a sole proprietorship, offering easy management, pass-through taxation, and the liability protection of a corporation. Similar to a corporation, it is a separate legal entity, but there is no stock.

**Advantages:** LLCs provide the protections of a corporation, but are taxed similar to a sole proprietorship.

**Disadvantages:** Typically more expensive to form than a sole proprietorship, LLCs require more paperwork and formalized behavior.

Remember, the choice of business structure is not an irreversible decision. You may amend your business structure to accommodate your changing needs and circumstances. ■

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Ozone acts as a primary oxidizer, not as a disinfectant or biocide. Disinfection is achieved by maintaining a free available chlorine or bromine residual. Because Ozone is a more powerful oxidizing reagent than chlorine, Ozone reacts with organic or nitrogen containing compounds faster. Ozone does not combine with other compounds; instead, it causes the organic and nitrogen compounds to break apart. The smaller molecules are more water soluble, and some can even gas-off. Amine compounds are altered so that they no longer combine with chlorine. Ozone stops the buildup of chlorinated organic and amine compounds and does not form combines.

To summarize, chlorine’s biocidal and residual properties are excellent, and in pool and spa water, chlorine is the primary biocide and the free available residual. Ozone is the primary oxidizer. Ozone increases chlorine’s effectiveness as a biocide and residual.

Without Ozone, the homeowner uses much more chlorine to keep a free available residual and requires “superchlorination” or “shocking” compounds and other specialty chemicals to treat problems caused by pool oxidation by chlorine.

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3X17/HYPERPOLE  
Extended length of 206.5" (17 ft.) and a collapsed length of 82.25"

Learn more at [UltimatePoolTools.com](http://UltimatePoolTools.com)

## Mobile Technology

Continued from page 15

Inventory control is a key component in running a lean and profitable business. Now is the time to take advantage of new mobile technology integrated into today’s business software programs that provide the tools needed to tighten logistics, manage cycle counts and gain a renewed sense of control over your inventory even on your service trucks. Don’t fall victim to inventory inaccuracies or be frustrated by missed sales, surprising shortages and lost income. And avoid writing off large amounts of inventory this coming season, by implementing an inventory management system.

## IMPROVE PROFITABILITY

Implementing an inventory plan that includes service trucks will be enhanced by mobile technology business software that provides accurate ‘real time’ inventory for increased inventory turns while ensuring inventory levels are at optimum levels. Inventory history will then accurately

report gross margin and turn data, resulting in better buying decisions so managers can carry less inventory.

There’s nothing worse than sitting on \$100,000 of inventory that isn’t needed. Take the time now to implement an inventory control system on every service truck in your business and the reap big benefits at the end of the season! ■

## ABOUT THE AUTHOR

Rachael Pritz is the vice-president of RB Retail & Service Solutions. She has been active in the pool industry for more than 20 years, which has provided her with an all-encompassing expertise in the trade. Pritz worked at a local pool store while pursuing a master’s degree at the University of Pittsburgh, Pa. With her technical skills and industry knowledge, she joined the launch of RB Retail & Service Solutions in Pittsburgh in 2003. She can be reached via email at [rachael@rbcontrolsystems.com](mailto:rachael@rbcontrolsystems.com).

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## HEY RAY!

**Ray Arouesty, Senior Vice President of Arrow Insurance Service, a division of HUB International Insurance Services, answers commonly asked insurance and liability related questions from pool service professionals.**

**QUESTION:**

My account just informed me that they will be accepting short-term rentals at their house. The property has a small portable spa. Do you see any issues?

**ANSWER:**

You should be concerned. Your primary responsibility as a service tech is to maintain the spa water so that it is safe for users. That means having the water adequately sanitized so safeguard users from bacterial and viruses such as E.coli, staphylococcus, and giardia. A proper sanitation level is directly related to the bather load of the spa, and that may be your problem here. You mentioned that this rental will be "party-house". Automatic controllers are often used in commercial settings to assure an adequate sanitation level, but they are rarely seen at home pools. The bathers are probably at risk of contracting a water-borne disease by using the spa unless it has an on-demand chlorinator.

You shouldn't maintain any pool or spa unless you can do it properly. In this case that may involve installation of a secondary sanitation system, such as UV or Ozone. You may also need to provide service more than once per week. I suggest you meet with the customer and explain the new challenges. My advice is to drop the account unless you and the homeowner can agree upon the best way to keep the spa water safe. ■



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Ray.Arouesty@HubInternational.com

### IPSSA Code of Ethics

**ASA 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.

### 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.

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## AquaStar Pool Products Hires New West Coast Regional Sales Manager

AquaStar Pool Products, Inc. announces the hiring of Daniel Nicholas as its new West Coast Regional Sales Manager. Daniel is a long-time industry veteran with over 20 years of experience in sales and territory management. Based out of the San Diego area, Daniel will work alongside Devin Cahn Associates (DCA) to support the states of California, Nevada, Arizona, Oregon, and Washington. Daniel will report to Mandy Snow, AquaStar's National Sales Manager. "With the ongoing expansion of AquaStar's product offerings and incredible sales growth, we needed a strong West Coast leader," says AquaStar President Olaf Mjelde. "Daniel's reputation precedes him, and we are confident he will be an incredible member of the AquaStar team for years to come." Daniel's industry journey began at age 15 at a local pool supply store, followed by a few years at a major distributor in Southern CA. He then transitioned to a sales and design consultant role with Landmark Pools, where he worked for

over 7 years. Next, Daniel moved on to a Territory Sales Manager position with Raypak for about 9 years. More recently, for the past 5 years Daniel held a Territory Sales Manager position with Fluidra. AquaStar Chief Operating Officer Todd Pieri adds "I have watched Daniel's leadership in the Southern California market with admiration for many years. I've always wanted the opportunity to work together, and the timing was right for him to join our fast-moving, fast-growing team." Daniel's position is effective immediately, and he can be reached via email at [daniel@aquastarpoolproducts.com](mailto:daniel@aquastarpoolproducts.com).

About AquaStar Pool Products Based out of Ventura, CA and founded in 2003, AquaStar Pool Products is a global leader of safety, compliance, dependability, and innovation in pool and spa technology. AquaStar's high-performance and quality products are proudly designed and manufactured in the USA. For additional information, contact: Jamie Novak, Director of Branding & Communications at [jamie@aquastarpoolproducts.com](mailto:jamie@aquastarpoolproducts.com) or 443-823-2770 or [www.aquastarpoolproducts.com](http://www.aquastarpoolproducts.com).

## CamerEye Approved as the First Camera-Based AI-Powered Pool Alarm to Meet ASTM F2208-08 Standards

The CamerEye™ Artificial Intelligence (AI) safety system has just been certified as the first and only camera-based pool alarm to meet ASTM F2208-08 pool safety standards. The intuitive alarm system can help pool owners, pool builders, and inspectors add an extra layer of safety without compromising regulatory compliance, budgets, or bottom lines.

CamerEye is also the only pool alarm system to be listed as a Type C "Perimeter

Alarm that Senses Entry into Water", which can specifically detect people (infants, kids, adults) and pets before they enter the water.

CamerEye also conforms to UL 2017 and can replace door alarms, floating pool alarms, and in-pool splash alarms in some cities and counties, while adhering to the most stringent pool inspection and safety standards to meet ISPSC code.

Safeguarding Pool Areas 24/7 Unlike conventional pool alarms that trigger when toys, birds, and non-human objects approach or fall into pools, CamerEye ensures that owners get critical alerts without compromise.

CamerEye's unique AI safety system monitors the pool area 24/7 and detects the difference between humans and pets, versus other moving objects. It provides very early-stage detection by creating a virtual Smart Fence around a pool via an AI overhead camera system, which then sends distinct alerts for both people and pets crossing the Smart Fence perimeter.

CamerEye then alarms owners at the first sign of when it detects humans experiencing early water distress and near-drowning behavior through the power of AI vision.

Robust features ensure that alerts are delivered immediately, and accessible from anywhere:

- Multiple alarm locations ensure that alarms sound inside and outside
- Alarms sound at 95 dB (10 dB over required) to ensure they are clearly audible
- The alarm automatically resets after three minutes as required by ASTM standards
- Owners can get additional notifications on the included CamerEye app for continuous pool area monitoring from anywhere

Solving State Regulatory and Everyday Use Challenges with One System Multiple major states, including California, Florida, Arizona, and Texas, require all new homes with pools to have at least one ASTM-compliant alarm to pass inspection for a new build or an escrow transaction. While ASTM-compliant pool alarms successfully pass state-mandated inspections, their value to pool owners is often short lived. Many pool alarms are complicated, cumbersome, and oftentimes unreliable, and become a nuisance quickly due to high false alarms.

"CamerEye isn't just a pool alarm—it's a complete AI-powered camera-based security and safety ecosystem designed to provide long-term value beyond passing inspections," elaborates Sai Reddy, CEO and founder of CamerEye. "With full ASTM F2208 and UL 2017 compliance, it's the only system on the market that offers comprehensive perimeter and in-pool protection without compromising personal aesthetics."

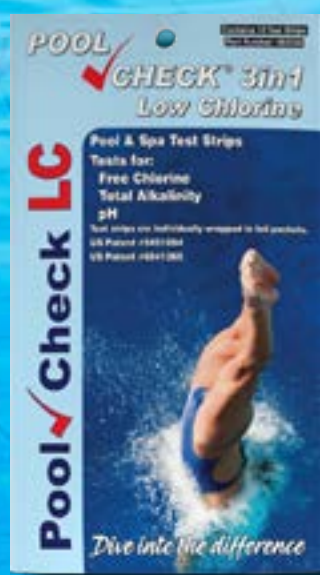
For questions about pool safety codes, alarm standards or to learn more about CamerEye, visit <https://www.camereye.ai>, call toll-free at (800) 906-2810, or email [info@camereye.ai](mailto:info@camereye.ai). CamerEye is also seeking pool builders and service affiliates and dealers for all territories. Visit <https://camereye.ai/dealers/> for details. ■



## USING ALTERNATIVE POOL SANITIZERS?



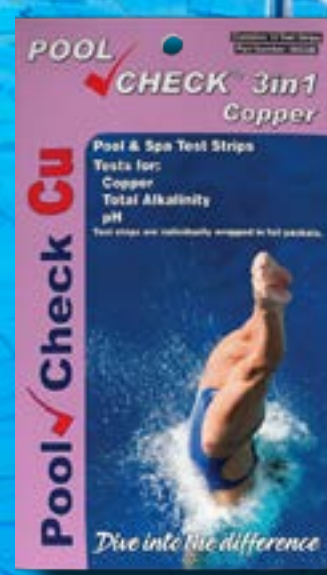
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The IPSSA East Bay Chapter had a great turnout at their May 17th Tabletop Event at the local

community center in Pleasant Hill, CA. We love seeing IPSSA members, industry partners, and all pool and spa professionals come together for these events... plus, check out those awesome raffle prizes!



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IPSSA's North County Coastal Chapter had a great turnout at their May chapter meeting. This was their first meeting after absorbing the neighboring IPSSA Carlsbad Chapter, which is proving to be an advantageous merger for all involved.



The IPSSA San Antonio, TX Chapter recently donated \$3,000 to the YMCA for inner-city drowning prevention education. The funds will also provide bathing suits for those in need.



# FICTION vs. FACT

## 1. Membership in IPSSA means you have to participate in the IPSSA Insurance Program through Arrow/HUB Insurance Service.

**FACT:** Membership in IPSSA requires you to have general liability insurance with a minimum of \$1Mil limit. Proof of insurance must be provided upon acceptance of membership.

## 2. As a new member of IPSSA you must pass the IPSSA Water Chemistry Exam immediately.

**FACT:** A new member has up to one year to pass the IPSSA Water Chemistry Exam or may provide a certificate of training from one of the following courses: IPSSA Water Chemistry Exam, Professional Pool & Spa Operator (PPSO), Pool Chemistry Certified Residential (PCCR), Certified Pool Operator (CPO), LA County Health Department License, Florida Registered/Certified Pool and Spa Exam. Each Chapter can accept

alternate certification or still require IPSSA Water Chemistry to be passed. All proof of alternate certification must be sent to IPSSA National by the Chapter President, not the Member.

## 3. As a prospective member you must attend three meetings before acceptance of membership.

**FACT:** That is not IPSSA National Policy, chapters do have the authority to adopt meeting requirements for their prospective members.

## 4. Chapters must learn how to file insurance claims.

**FACT:** Chapters are not required to file an insurance claim. Individual members should be responsible for filing and contacting their insurance broker.

## 5. IPSSA National and Chapter dues include insurance fees.

**FACT:** Your membership dues

(formerly known as fees) do not include insurance or any service fees.

## 6. Members pay a reinstatement fee.

**FACT:** IPSSA National does not charge a reinstatement fee. The only time member is charged a fee by IPSSA National is for returned checks.

## 7. IPSSA National collects fines for chapters on individual members.

**FACT:** Chapters and regions are responsible for collecting fines to individual members.

## 8. Chapters can buy gift cards or hand out cash to chapter members from dues, chapter support and/or manufacturer rebate programs.

**FACT:** Chapters may not expend any Chapter funds for general gifts for chapter members (including their families, employees, and designates); distribution of excess revenues of the Chapter; payment of business

expenses of Chapter members (including most insurance) unless approved in advance and in writing by the IPSSA Board of Regional Directors.

## 9. IPSSA doesn't contact or call me when I haven't paid my dues.

**FACT:** Multiple emails are sent out during the month noted "IPSSA Membership Past Due - First Notice/ Second Notice." If we don't receive payment by the end of the month a cancellation notice is sent out to the member and we alert Arrow Insurance if you are enrolled.

## 10. IPSSA won't let me rejoin after I've been cancelled for membership.

**FACT:** IPSSA is more than willing to have members rejoin that accidentally dropped. All we ask is for the members to pay their past membership dues so there is no lapse in membership. ■

## PENTAIR Rebate Program — Take Advantage

PENTAIR AQUATIC SYSTEMS appreciates the support of IPSSA membership. Pentair is pleased to continue offering IPSSA a rebate incentive based on individual product purchases of each member.

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

For IPSSA to receive payment each member must register individually on the Pentair IPSSA Incentive Program Registration Form [click here](#) and also available on the IPSSA member portal site under [Member Only Exclusive Offers](#). 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 reflect purchases made between the dates of October 1st through September 30th during each rebate year.

This program does not affect any member purchases that may also currently be individually enrolled in the PIP program. If dealers have any questions regarding the program, please have them dial 800-693-0171 or send an email to [rewards@pentair.com](mailto:rewards@pentair.com).

The funds generated will be used for IPSSA's continuing education and research programs. ■



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AquaStar Pool Products was founded in October 2003 with the belief that better equipment leads to safer, more enjoyable pool and spa experiences. AquaStar's mission is to invent, design, and manufacture innovative high quality American-made products that are easy to install for Pool Professionals while keeping end-user swimmers safe.

The company is known for delivering a full line of

innovative drain cover solutions for pools and spas of all sizes and flow ratings. AquaStar is, however, so much more than a drain cover company that it takes a 200+ page buyer's guide to support its full range of products. The AquaStar portfolio includes a wide selection of pool fittings, spa jets, deck drains, fillable deck lids, skimmers, color coordinated pool steps, chlorinators, ozone generators, pool cleaners, pool filters, and even a line of smart pool pump as well.

**AQUASTAR'S DRAIN COVER SOLUTIONS: A SAFE DRAIN IS NO ACCIDENT®**

While AquaStar's drain covers look deceptively simple, the hazards they guard against are quite complex. This is the reason AquaStar leaves nothing to chance, testing each new product in AquaStar's in-house, ISO 17025 laboratory certified by NSF International. Working exclusively with ISO 17065 certifying bodies, all related products are certified in full compliance with VGB Act requirements. This only happens after thorough in-house testing of each proposed design to ensure best-in-class performance that is optimized for safety, effectiveness, and durability. AquaStar doesn't guess, it tests. You can trust the leader in VGBA solutions with your drain cover needs.

**AQUASTAR'S POOL EQUIPMENT**

AquaStar's commitment to safety and dependability doesn't end with drain covers and white goods that feature patented Water Stop technology proven to prevent expensive and wasteful leaks. In fact, when AquaStar decided to enter the filtration technology category, team members with decades of industry experience started the design process by focusing on user safety and filter efficiency. The result is a patented double locking lid designed to address the biggest risk of all, human error. AquaStar's new Pipeline Filters® raised the bar for filter safety along with unmatched ease-of-accessibility and performance.



**AQUASTAR'S COMMITMENT TO THE TRADE**

While no manufacturer is immune to supply chain issues in this post-covid world, AquaStar's Founder and President Olaf Mjelde has continued to deliver during extreme times by molding and assembling AquaStar products right here in the United States. In fact, the company has 8 different buildings within a couple of miles of each other in the city of Ventura, CA. AquaStar's extensive network of facilities not only allows it to remain agile, ramping up production on items that may be difficult for others to supply, but it also allows the company to ensure only the highest quality of merchandise reaches the consumer. AquaStar listens to feedback from Pool Pros on

how existing products can be improved. This includes working with focus groups to create unique points of differentiation from other equipment manufacturers in the market.

**AQUASTAR'S COMMITMENT TO THE PUBLIC**

AquaStar provides pool and spa owners with dependable, long-lasting, American-made products that have the absolute best look, feel and performance. Production lines are currently running 24-7 to keep up with unprecedented demand.

AquaStar also exponentially expanded its field sales team through a partnership with Devin Cahn Associates. Email [marketing@aquastarpoolproducts.com](mailto:marketing@aquastarpoolproducts.com) to be connected with your knowledgeable (and local) AquaStar rep! ■

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# New Products



## Chlorine Genie offers pH Control Valve

Chlorine Genie, the flagship product of Ultimate Water, features a unique pH Control Valve in its product that allows pool professionals (and pool owners) to adjust the pH in their pool water during chlorine production without any harmful commercial chemicals. Classic salt chlorine generators increase the pH in pool water which leads to the use of muriatic acid to balance pool water. By including a pH control valve into the unit, it is easy to keep the pH level balanced, preventing rapid pH fluctuation. The Chlorine Genie is a generator and dispenser of 100% pure chlorine made from salt for pools up to 80,000 Gallon, plus with Chlorine Genie the salt stays out of the pool! **For more information visit [www.chlorinegenie.com](http://www.chlorinegenie.com) or 800-970-7616**

## Jandy® TruDose™



## Chemical Controller: Simple, Convenient Chemical Dosing

Keep pool water continually balanced, even between service visits, with the Jandy® TruDose™ Chemical Controller. Engineered to maintain consistent water chemistry based on custom setpoints, TruDose uses advanced pH and ORP sensing technologies to constantly monitor levels as water flows through the pool's plumbing — ensuring a clean, safe and more comfortable swimming pool experience for your customers.

If pH is high, it pumps in enough muriatic acid to bring it down to a desired setpoint (typically between 7.2 to 7.6), helping to prevent pH spikes. And, for convenient chlorine maintenance, TruDose is designed to work with the Jandy AquaPure® salt chlorinator to trigger chlorination as necessary.

TruDose features an integrated flow switch to ensure that it is only dosing chemicals when there is water flowing through the system. When pH and ORP reach their setpoints, TruDose stops dosing, but continues to monitor the levels— even when no flow is detected.

Simple and quick to program and install, TruDose features an easy-to-view LED readout, comes pre-mounted and plugs into an ordinary weatherproof GFCI outlet.



## PRO SERIES water testing app for pool and spa service professionals

Natural Chemistry now offers pool and spa service professionals an app that provides complete water analysis and storage of customer information in the palm of your hand! Natural Chemistry's new app was created to help Pool Pros determine a customized water treatment plan for specific problems including algae, cloudy water, staining, phosphate issues, scum and foaming. In addition to water analysis and treatment recommendations, the app allows professionals to create customer accounts to add photos, notes and store historical water testing information! You can even share a report with notes and photos from your visit with your client once the job is complete. Available for immediate download at the app store, get your free app today! **For more information visit [www.naturalchemistry.com](http://www.naturalchemistry.com) or 800-753-1233**



## StainDrop® XpH phos-free-stain remover

StainDrop® XpH phos-free-stain remover has been improved with a powerful formula that prevents and removes stains as well as discoloration and scale caused by metals and minerals. This product is now highly chlorine tolerant and works in a wide pH range making it ideal for pool openings. Compatible with all pool surfaces and sanitizing systems, including salt chlorine generator pool systems. Now available in 1 quart, 5 gallon & 55 gallon sizes for both residential and commercial pool applications. **For more information visit [www.poolstaindrop.com](http://www.poolstaindrop.com)**

## Upcoming IPSSA and Industry Events

**IPSSA BORD MEETING (VIRTUAL)**  
August 8  
5:00pm-8:00pm

**POOL INDUSTRY EXPO (PIE SHOW)**  
October 6-8, 2022  
5:00pm-8:00pm  
Monterey Conference Center, Monterey, CA

**WORLD AQUATIC HEALTH CONFERENCE**  
October 12-14, 2022  
Omni Houston Hotel  
Houston, TX

**IPSSA BORD MEETING**  
November 5, 2022  
Lake Tahoe Vacation Resort,  
South Lake Tahoe, CA

**PSP/DECK EXPO**  
November 15-17, 2022  
Las Vegas Convention Center  
Las Vegas, NV

# PIPELINE FILTERS®

## SMALL FOOTPRINT, BIG FILTRATION

### DE-LEVEL CLARITY

CLAIM BACKED BY NSF TESTING DATA

Certified to NSF/ANSI/CAN 50

**Unique features that help create BIG filtration**

- LARGE UNIFORM TANK
- ENGINEERED PLEAT SPACING
- UNIQUE CORE DESIGN

**AVAILABLE IN TWO SIZES**

<b>Model # PLF27000</b>	
<b>COMMERCIAL:</b>	<b>RESIDENTIAL:</b>
27,000 gallons	108,000 gallons
6-Hour Turnover Capacity	12-Hour Turnover Capacity

<b>Model # PLF35000</b>	
<b>COMMERCIAL:</b>	<b>RESIDENTIAL:</b>
35,000 gallons	144,000 gallons
6-Hour Turnover Capacity	12-Hour Turnover Capacity

(877) 768-2717 [www.aquastarpoolproducts.com](http://www.aquastarpoolproducts.com)  
U.S. Patent No. 10,792,596, 11,014,027 and Other Patents Pending



