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A Return to Simplicity

The Benefits of Liquid Sodium Hypochlorite for Swimming Pools

By Terry Arko, HASA Pool

OVERWHELMING PRODUCT CHOICES FOR POOL WATER TREATMENT

In today's world the consumer has become fraught with product choices. Everything from food, beverages, and clothing. The same has occurred for the treatment of swimming pool water. The primary task for a pool service professional is to ensure the water in the pool is clean and safe for the swimmers. Chlorine has been a long-standing way to sanitize swimming pools and keep them free from bacteria or algae growth. Going back in time before the glut of products and the advent of the product junkies, the treatment of pool water was mostly simple. Two primary forms of chlorine compound were widely used, liquid chlorinating compound sodium hypochlorite and calcium hypochlorite dry tablets in both commercial and residential pools. The water was balanced primarily with muriatic acid or soda ash as well. As swimming popularity increased, more pools were built, and more swimmers entered the water. Longer hours at the aquatic facility and more bodies in the backyard pool put a huge strain on the water quality. Products to address the surge began to fill the market. More chlorinating options were available including trichlor tablets. Feeder systems became more prevalent and sophisticated. Add to this the advent of devices such as ozone, UV, and advanced oxidation process AOP. Then, specialty chemicals to manage everything from algae to evaporation prevention. The maintenance of the backyard pool has evolved from simple to complicated and confusing.

HOW TABLET CONVENIENCE REPLACED LIQUID PRACTICALITY IN THE MARKET

While calcium hypochlorite and liquid sodium hypochlorite were enjoying mainstream popularity in backyard pools there was a problem. That problem was the fact that both forms of hypochlorite were un-stabilized. That meant that in the summer sun the free chlorine created by these un-stabilized compounds didn't last very long. In fact, all the chlorine from liquid sodium hypochlorite or calcium hypochlorite was destroyed in about four hours by the direct summer sunlight. Since this problem began to be recognized

the practice of adding extra amounts of liquid sodium hypochlorite in the late afternoon or evening was incorporated. In 1956 Monsanto began to produce and distribute a chlorine stabilizer known as cyanuric acid (CYA). At levels of 30 ppm CYA helped to slow the degradation of chlorine from UV sunlight. There was an incredible benefit from adding CYA to the pool water to make chlorine last longer. Soon solid tablets of stabilized chlorine known as isocyanurates began to make their way into residential swimming pools. The selling point was convenience for the pool owner. The tablets could be added to an inline feeder, or a floating container known as a floater. The main advantage of trichlor tablets was having the stabilizer that protects chlorine from the sun built right into the tablet. Instant convenience was the selling point. As this system of treating backyard pools grew in popularity liquid sodium hypochlorite was pushed out as the main source of pool sanitization. Liquid was now mainly used as a back-up or shock to trichlor tablets in pools.

THE PERCEIVED CONVENIENCE OF DRY CHLORINE CAUSES COMPLICATIONS.

While the two-in one convenience of trichlor tabs continued to grow there was something going on beneath the surface that pool pros and homeowners were beginning to observe. Early on there was a suspicion that higher levels of CYA could lock up the effectiveness of the chlorine. This was known as "chlorine lock." One thing that began to become certain on an anecdotal basis was that pools that used trichlor tabs with increasing amounts of CYA were becoming a struggle to maintain. It seemed more of a challenge to keep free available chlorine levels and many pools had algae problems toward the end of the season. Users of trichlor tabs began to become aware of some side effects from use that led to complications in water treatment. What began to be revealed was the amount of CYA being released from the continual dependence on trichlor tablets as the primary means of chlorination. Most of an 8 oz. trichlor tablet consist of CYA. Over 54% by weight is CYA with the other 46% being chlorine and binders. So, it was realized that a



lot of CYA comes from trichlor tabs. However, there was a large contingent of folks under the impression that more is better, while others were beginning to see the need to drain and dilute to keep CYA levels down. Regardless of the stance on the CYA debate one point was clear, trichlor tabs actually made the maintenance of pool water more complicated. Some other points regarding this were the fact that trichlor tabs were very acidic and lowered both pH and total alkalinity. Also, the CYA was recognized as an interference in determining proper carbonate alkalinity. At levels of 60ppm CYA or above there could be one third interference in the total alkalinity reading. More inconvenience to deal with in adjusting water balance. It is clear to see that the perceived convenience of trichlor tablets has led to a lot of complications for service pros.

LIQUID SODIUM HYPOCHLORITE AND SALTWATER GENERATORS

Moving into the 1990's devices began to become more popular. One that increased in a big way was saltwater generators. These were sold to many new pool owners under the auspice of being a "non-chemical" pool that relied only on salt to purify the water. Many of those new pool owners were not aware that the salt unit installed on their new pool was a small home version of a large-scale, liquid sodium hypochlorite factory. Liquid sodium hypochlorite is made at chemical plants by first using a process of electrolysis to split the sodium chloride molecule. Simple salt is divided into chlorine and sodium hydroxide then this is blended with water to form liquid sodium hypochlorite. The same process applies to saltwater generators in swimming pools. So, they really are more

correctly referred to as chlorine generators. Like any type of chlorine sanitized swimming pool, a chlorine generator system will still need to have a level of CYA to prevent rapid burn out of chlorine from UV sunlight. CYA levels in a salt pool are good at a level of 30 -50ppm. At times, a chlorine generator may need a back-up of manually added chlorine to keep the water quality good. This could be a result of heavy swimmer load, equipment failure or power outage. Liquid sodium hypochlorite is one of the best back-up sanitizers for chlorine generator systems. The main reason for this is due to the by-product that comes from the use of sodium hypochlorite. Let's look at the different types of chlorine and their by-products:

- Calcium hypochlorite – by product left in water is calcium chloride
- Trichlor – by product left in water is cyanuric acid CYA
- Liquid Sodium Hypochlorite – by product left in water is sodium chloride (salt)

The only by product left from using liquid sodium hypochlorite to back up a chlorine generator pool is sodium chloride better known as salt. Out of all the types of chlorine liquid sodium hypochlorite gives a chlorine generator pool what it needs to function properly. Liquid sodium hypochlorite is a great additive to a salt chlorine generator system because it can help to replace the salt that can be lost from backwashing or splash-out of water.

LIQUID SODIUM HYPOCHLORITE AND SECONDARY DEVICE SYSTEMS OZONE, UV AND AOP

There are secondary sanitizer devices which have gained in

Continued on page 3



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A Letter from the President



HELLO IPSSA NATION. I hope this finds you all doing well. It's HERE! Maybe not officially, but Summer is here, especially in my world

in southern Florida. Snowbirds have flown back up north. Memorial Day is in the rearview mirror. Kids are out of school and it was 93 degrees here today, which meant with humidity it felt more like 97 degrees. As you are all preparing for the summer ahead, I would like you to take a moment and check your pools to make sure they are as safe as they can be. If you find something you think could be a hazard, take the necessary action to advise your customer and make that pool as safe as you can. IPSSA has "water watcher" tags and water safety coloring books available to you for free. All you need to do is send a request to info@ipssa.com.

In late April we had our second quarter BORD meeting in Scottsdale, AZ. I would like to thank all of Region 8 members that came and spent their Saturday morning with us in the meeting. It was much appreciated. On a sad note, at the BORD meeting, I accepted the resignation of a Regional Director. I never like doing that, but I respect his decision and want to thank Ryan Ruminson of Region 1 for his service on the

BORD this last year and wish him good luck in all his future endeavors.

I do have something I want to share with you that I find troubling. A few weeks ago, I got an email about a longtime member (20 year member) leaving IPSSA. The reason given was that his business was growing and IPSSA's insurance program did not work for his business anymore, so he found his general liability insurance elsewhere and cancelled his IPSSA membership. The part that troubles me is this did not have to happen. Your BORD has been preaching for a couple of years now that you do not need Arrow/HUB's insurance program to be a member of IPSSA. I understand that the one size policy does not meet all our members' needs, especially those of you with employees. The BORD has worked hard to try to accommodate all members of IPSSA. For example, those of you with employees can call Arrow/HUB Insurance directly and set up a policy specifically to your company's needs and still get the IPSSA member discount. We also just announced that there are no National dues for employees. So, what I am trying to say is that those of you in Chapter leadership roles have options for your Chapter's members. If you have any questions or your members do, please get in contact with your Regional Director. If your Director doesn't have the answers, call or email me. I will help you in any way I can.

On a positive note, I am happy to report that the membership campaign is gaining momentum. We have added 42 members in the first five months of this year. Way to go IPSSA Nation! Keep up the great work and remember if you need any help, just ask. It is what we are here for.

Recently you also should have seen the press releases on our two new awards, IPSSA Chapter of the Year and IPSSA Pool Professional of Tomorrow. Go make yourself knowledgeable of the qualifications and prepare nominations towards the end of the year. Award information and nomination forms can be found at www.ipssa.com/ipssa-awards. Winners will be recognized at the Weekend of Inspiration Conference in Long Beach, CA in February 2024. On a side note, I am the Chairperson for the Weekend of Inspiration Conference. My team has already started working on the event so that we can bring you something like no other IPSSA Leadership Conference has had in the past. We are changing it up this year so stay tuned for more details in the coming months.

That is all for this addition. Remember to be safe and wear your sunscreen. As always, thank you for your support.

Take care,

Todd Starner,
IPSSA National BORD President

Liquid Sodium Hypochlorite

Continued from front page

popularity recently. These are ozone, UV, and Advanced Oxidation Process AOP. All these systems are not approved by the EPA as primary sanitizers but are considered as secondary. Even though they are beneficial to oxidize and inactivate many pool water contaminants they are unable to leave a measurable residual in the water. That means that chlorine still needs to be the primary sanitizer in these pools with a residual between 1-4 ppm. CYA levels need to be controlled in these types of systems in order to get the desired residuals to ensure protection from bacteria in the pool. 30-50 ppm of CYA is the recommended level in these systems. At a CYA level of 60 ppm it would take 4.5 ppm of chlorine to inactivate bacteria. This is outside the required EPA rule. Since the main purpose of secondary

devices is to allow for complete disinfection with lower amounts of chlorine, the use of trichlor in these types of systems would not be a good fit. Again, liquid sodium hypochlorite is a preferred choice for these systems because it provides manageable levels of free chlorine without by products that will reduce the system effectiveness of UV, ozone or AOP.

THE BENEFITS OF A SIMPLE LIQUID SODIUM HYPOCHLORITE SYSTEM IN TODAY'S SWIMMING POOLS

Liquid sodium hypochlorite has been proven throughout the history of pool chlorination to be one of the most cost effective, easy, and safest ways to disinfect pool water. This is a good time to return to the simplicity of liquid for effective pool treatment. ■

BENEFITS OF LIQUID SODIUM HYPOCHLORITE

- Affordable
- Easy to use
- Safe for storage as it is non-flammable and non-combustible
- Leaves a measurable residual of free chlorine
- Does not contain calcium or cyanuric acid
- Beneficial as a back-up shock to chlorine generator systems
- When trichlor is used as a maintenance treatment liquid is a great shock to help keep CYA levels managed.
- Ideal for use with secondary sanitizing systems like ozone, UV and AOP

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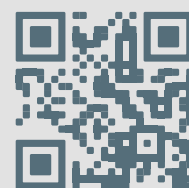
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By Rose Smoot, CAE, Executive Director

April 29, 2023 BORD Meeting Highlights

EDUCATION COMMITTEE

1. Starner provided an update on Weekend of Inspiration. Focus is on leadership theme. February 2-4, 2024, Westin Long Beach, CA.

MEMBERSHIP PROGRAM COMMITTEE

1. Harris informed the BORD that the new awards and Terry Cowles were available online. Smoot prepared talking points for the BORD for discussion at regional meetings. Award names are as follows, Chapter of the Year, Pool Professional of the Year and Terry Cowles Lifetime Achievement awards. www.ipssa.com/ipssa-awards.html

NEW BUSINESS

1. MSC: (region 5 abstained): BORD approve \$1,000 matching grant to Region (5) five for the Jasper Ray Foundation.
2. Bylaws: Smoot has drafted the bylaw changes and will submit to EX COM, which serves as the administrative body of the BORD, for their review and discussion by the end of May. Final review by BORD in the fall. ■

IPSSA Code of Ethics

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

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

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

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

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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Eradicating Cyanobacteria – The Life That Forms in Swimming Pools

By Kevin Vlietstra, Haviland Pool & Spa

THE OTHER DAY I RECEIVED an email from a homeowner, that was share worthy. “I was watching The Universe (2007) on television last night, not paying a great deal of attention as I was doing something else at the time, when I heard the narrator say something about life beginning on Earth as bacteria that grows in pools of water. My ears perked up and I heard him mention cyanobacteria, a blue green algae. I thought OMG that’s what’s growing in my swimming pool. My pool is full of creepy crawly things. Life is forming in my swimming pool!”

“I was watching The Universe (2007) on television last night, not paying a great deal of attention as I was doing something else at the time, when I heard the narrator say something about life beginning on Earth as bacteria that grows in pools of water. My ears perked up and I heard him mention cyanobacteria, a blue green algae. I thought OMG that’s what’s growing in my swimming pool. My pool is full of creepy crawly things. Life is forming in my swimming pool!”

This person’s observation is correct, cyanobacteria, is often referred to as algae, specifically blue-green algae. Though their namesake are blue-green algae, they can also appear yellow, brown, purple, red or white. Cyanobacteria specifically are photosynthetic microscopic organisms that are technically bacteria. Regardless of how we speak about the matter, it is one that turns pools from clear and inviting to ugly and repelling. At the end of the day, we simply refer to cyanobacteria in pools as pool algae.

Algae is introduced into swimming pools from a variety of sources, but most

commonly algae’s are brought into a pool from rain and wind. Due to this, almost every pool has some form of cyanobacteria growing in their pools as this bacterium is always present. Unfortunately, high nutrient concentrations, such as nitrogen and phosphate, can promote a population explosion of these organisms and result in algal blooms, especially during warm weather. When blooms happen, in addition to a visual impact to the water, pH can climb as algae consume carbon dioxide which helps keep pH down. Less thought about is that pool floors may become slippery, which can be hazardous underfoot.

AN OUNCE OF PREVENTION IS WORTH A POUND OF CURE

Expansive algae growth can be easily prevented in any pool. First, by adding a sanitizer daily one will be helping in neutralizing enough micro-organisms such as algae, to keep the algae count down so there is no visual impact. Frequent vacuuming or sweeping of surfaces are important to prevent accumulation of visible algae on surfaces. In addition to adding an oxidizer (typically chlorine) daily, routinely adding an oxidizer at a higher rate, comparatively to the daily rate, will help to reduce the algae count down. True that a non-chlorinating oxidizing-shock will not remove algae, but all the other contaminants can be squelched, so the primary oxidizer can keep water safe along with keeping algae counts down.

Chlorine is a versatile chemical; it prevents problems and solves problems. Eventually, there are repercussions of too much of good thing. Consider that chlorine is a bleaching compound, so there will naturally be some color degradation of surfaces if too much chlorine is added or repeatedly added. Other issues may compound with repeated high level usage such as elevated cyanuric acid levels when using stabilized chlorine compounds. Chlorine without stabilizers also have their hiccups, such as excessive total dissolved solids (TDS) when using sodium hypochlorite, or exorbitant calcium when using calcium hypochlorite.

Algaecides should always be considered as the last addition to pool water to keep algae at bay. Algaecides by themselves are unlikely to keep algae from visually creating ugly pool water, but when used as a preventative along with an oxidizer, they will help significantly reduce the amount



of oxidizer needed in order to keep water clear. Knowing all the algaecide options, for both routine maintenance and mass destruction of algae, is essential to be able to choose the right one when a particular situation emerges.

COMMONLY USED ALGAECIDES IN THE US MARKET

Quat: Quaternary ammonia compounds (typically alkyl dimethyl benzyl ammonium chloride) are organic based “cleaning” type algaecides. These algaecides have a surfactant (cleaning) quality to them that may cause them to foam, especially in the presence of aerated water. Regardless of the surface visual result of its addition, the algaecides are very effective as a killer on contact, specifically quats disrupts the cell membrane. Quat based algaecides do not have much staying power in water comparatively to other liquid algaecide products, especially in the presence of higher levels of chlorine.

Poly: The other nonmetal algaecide used in pool water are polyquats (typically polyethylene dichloride). Unlike quat algaecides these algaecides do not foam. Polyquat algaecide are effective at clarifying pool water. These algaecides work on a broad spectrum of different algae types. Since these algae preventers work by essentially encapsulating algaecide (part of the reason why they are good clarifiers) the potential working effects of this chemistry could be impeded by a pool with common debris floating around or settled down. These algaecides have good staying power in the water for a liquid product, typically a week or two, and are fairly chlorine tolerant.

METAL BASED ALGAECIDES

Copper: The most common metal-based algaecide utilizes copper. Copper products are both algaecides and algaestats. and are effective on all types of algae. Since they can also be considered fungicides and bactericides, they can be effective against bacterium such as “pink slime”. Effectively chelated copper algaecides can last a longer time in water without causing issues, especially if the ideal water balance levels are maintained. Since copper especially poisons pool algae, its effectiveness is slow, but very effective. Copper has the potential to discolor bathers’ hair and plaster surfaces with a blue-green color if it precipitates out of solution. These algaecides, in present day applications are one of the lower cost algaecides. When adding metals to pool water, the effluent waste should never be discharged into ponds, streams, or similar water.

Silver: At the time of this publication, silver is currently trading around \$22 an ounce. Though typically not that much is needed to be effective, silver algaecides are going to be among the higher priced algae treatments. This metallic algaecide and bactericide have a similar staying power and killing mechanism compared to copper algaecides. Silver algaecides products are effective against black algae and “pink slime”. Like copper algaecides, silver algaecides do not play well with salt chlorine generators.

ALGAE DESTROYING ADJUNCTS

NaBr: Not an algaecide by itself, sodium bromide is used like an algaecide. Sodium

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For the full guidelines and application go to ipssa.com/ipssa-education-fund. Applications are reviewed quarterly by IPSSA’s Education Committee.

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Eradicating Cyanobacteria

Continued from page 6

bromide introduces bromide ions to the water so they may be oxidized or changed into hypobromous acid, the killing agent of bromine. Hypobromous acid is an excellent destroyer of algae. However, this killing agent itself cannot be stabilized and is lost quickly in the water. In all, sodium bromide creates an oxidizer demand in the water which takes days or weeks to resolve. Minimal dosing is recommended and best used with minimal physical presence of algae, typically spot blue-green algae and mustard-yellow algae. On a side note, bromine (BCDMH or DCDMH) itself should be considered for daily use if the pool if algae is a common condition present in the vessel.

(NH₄)₂SO₄: Ammonium sulfate is another chemistry that is thought to be an algaecide but is not. Ammonium sulfate is an inorganic salt used as a fertilizer in other industries. In swimming pools, it is used as an accelerant for algae. After the chemical is applied to water, algae divides rapidly, as it divides it is more vulnerable to treatments. Since an operator adds chlorine at the same time, one rids the pool of the algae instead of creating more algae. Adjustments using this chemistry often requires pH adjustments before and after treatment. Several pounds of oxidizers are needed to treat even smaller bodies of water.

ITS SHOWTIME!

Determining which algaecides to rid pool of excessive algae comes down to what type of algae is present. Secondary reasons would also be based on personal preference, customer affordability, and availability. Knowing these reasons will help determine the appropriate treatment to rid the algae in pool water. As previously reviewed, there are some treatments that are better suited for particular algae.

Determining how much algae is there in the pool to treat is vital. Tip of the cap to the several who are reading this article will also be pool side that can determine the situation firsthand. However, there will be several others flying blind beyond a counter, solely leaning on the words of a likely embarrassed customer. Embarrassed, as in several consumers feel that it is something they did to cause the algae excess, so it is possible they would want to diminish the possible severity of the issue. For the customer who is present looking for an immediate solution, be sure to ask more than the typical “how does the water look?” question. Inquire further about the amount of algae, specifically challenge them to describe in detail how dark (or light) in color is the pools water is. Typically, the darker the colors, especially with green algae, the more extensive the algae outbreak is. If the pool has algae and

the water is clear, determining how much of the pool has the algae, again which color is it, and its locations will be important in determining treatments.

In many cases, when clearing large amounts of algae, there are two actions that need to occur prior to adding an algaecide to destruct algae in water. First to address pH, if applicable. Usually when the water has been overrun with algae the pH needs a correction. Remember previously we mention that pH often will climb as algae accumulates. The pH correction is needed because the algaecide can function better in a more neutral pH environment (though ammonium sulfate is an exception). Additionally, pH will need an adjustment because the water will need to be “shocked” with a chlorinating product, the other action prior to algaecide introduction. It is essential to get a lot of hypochlorous acid (chlorines killing agent) out of a chlorines addition. One can even make the case to have the pH temporarily go slightly below 7.2 towards 7.0 to produce more hypochlorous acid. With all that said, best practice is that one should follow the label directions for use for any product.

Another precursor, prior to applying treatments to the water, is the mechanical removal of any presence of growth in the water is important. In a practical since if there is less to treat in the water, then

“Determining which algaecides to rid pool of excessive algae comes down to what type of algae is present. Secondary reasons would also be based on personal preference, customer affordability, and availability. Knowing these reasons will help determine the appropriate treatment to rid the algae in pool water.”

whatever is used to help remedy the pool will go further. For those who are working in the field, you will have to find out the correct order and balance to maximize your time. Weather if you are doing the heavy lifting or you are giving advice, best practice is to remove the matter out of the pool altogether. Ideally, using the pools vacuum system to wasting the water along with its buildups, or a standalone vacuuming system with fine mesh bag. Since time is essential to everyone, at very minimal a thorough brushing of all surfaces along low circulated placed (under the ladder, corners, etc) is helpful to have all the growth freely float around the water. In theory all the matter adrift should take on the treatment products in the water, to have a more successful kill rate.

THE FINISHING TOUCH

Any effort to successfully turn a pool from a haven of growth to an inviting oasis will involve circulation and filtration. Circulation will ensure that all the treatment products meet with the algae to help its demise. After any horrible battle, someone has to take the dead stuff out of the field, so we look to the filter to do so. Filters can easily get overwhelmed with dead particulate during the pools recovery, so rinsing or backwashing a filter may be necessary to speed the clearing process along. Some dead particulate can be very fine so using a supplement (clarifier, enzyme, etc) to help speed the water's clarity. These are not a necessity for success, but could help especially when a sand filter is used as the media isn't as able to catch as fine a particle size comparatively to cartridge or diatomaceous earth filters. ■



ABOUT THE AUTHOR

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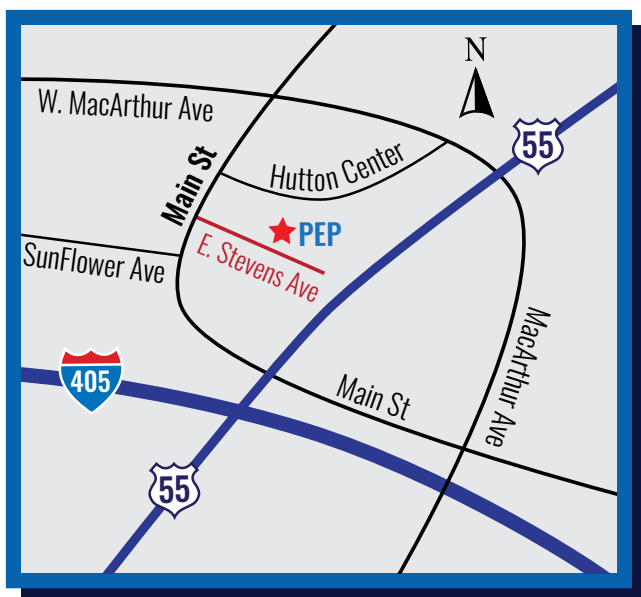
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Installing Automatic Pool Covers On Fiberglass Pools

By Mike Shadoan, Automatic Pool Covers LLC

AS FIBERGLASS POOLS CONTINUE TO GAIN market share in the pool industry, auto-cover installers are learning to adapt their construction methods to adjust to fiberglass pools' unique properties. Fiberglass pools became even more popular because of their installation speed as builders struggled to keep up with consumer demand for pools. So too did the demand for automatic pool covers—as they provide more flexibility for pool owners to open and close their pools on demand. However, fiberglass pools present some unique challenges to the installation of automatic pool covers. Pool professionals should be prepared for these challenges to avoid frustrating mistakes in the field.

SIZING CHALLENGE

As we all know, busy pool builders work around the clock to coordinate the timing of both the pool installation and the installation of the automatic pool cover. This time crunch may force builders to call in the order of an auto cover from their truck while traveling between jobs. They might ask for an auto cover for a 16 x 32 fiberglass pool without considering the fiberglass pool's actual dimensions.

It is essential to understand that when ordering an automatic pool cover, the installer needs to provide the inside dimensions of the pool to the auto cover manufacturer. In most cases, the inside dimensions of a fiberglass pool are narrower than the marketed 'size' of the pool. It's not uncommon for the inside, water dimension of the pool to be just 15ft wide for a fiberglass pool marketed as a 16ft wide pool. So if the pool professional orders the cover at 16ft wide, the cover will be too big. The width of an automatic pool cover is key for the cover to fit and function properly.

To avoid this mistake, pool professionals should either wait until the fiberglass pool is installed and take measurements or contact the fiberglass pool manufacturer and ask them for their inside pool measurements before ordering

the automatic pool cover. Understanding that most auto covers are essentially custom products highlights the importance of providing precise measurements.

POOL WIDTH CHALLENGE

By nature, fiberglass pools want to flex and bow along the length of the pool because of the pressure on the walls from the backfill or the water. Builders will fill the pool with water while simultaneously backfilling the fiberglass pool to avoid having the backfill bow the walls in or the water pressure push the walls out. If this isn't done correctly, the pool won't remain a consistent width down the pool's length. Auto cover systems can accommodate for up to a 1-inch difference, but not much more. This variation in width along the pool's length is what makes installing the track for the auto cover challenging. Placing the track so that the automatic pool cover functions properly but is also aesthetically pleasing is important to a successful installation.

Installation Tip: Keep track components installed symmetrically down the length of the pool on both sides. Automatic pool cover manufacturers provide enough track for the entire pool, but installers need to cut the track on-site during the installation. To help ensure a better installation, even if there is a variation in the pool's width, it's important to install the track the same on both sides. Always lay the track around the perimeter before cutting, and be sure the lengths of the pieces are the same on both the right and left sides. For example, if your track length was 36' long, then you would want three 12' foot pieces on both sides, not just two 12' pieces and two 6' pieces on just the right side. By keeping both sides the same, this makes the pool look symmetrical for aesthetic reasons, especially if coping clips are being used.

Alerting the auto cover manufacturer to the fact that you are installing the cover on a fiberglass pool should prompt the auto cover manufacturer to ask additional



questions. This will ensure you get the correct sizing and components to ensure the cover fits and functions correctly so that the installation goes as fast and easy as possible.

ELEVATION CHALLENGE

By nature, an automatic pool cover requires that the cover be installed on a completely level plane. The track cannot be sloped, or the cover mechanism will not operate properly. This can be a challenge to those installers working with different deck treatments or tile additions that might raise the elevation of the top of the pool from the shallow end to the deep end of the pool. This applies to tiles on a built-in-spa in the shallow end as well as to the various deck treatments used around the perimeter of the pool. Pool builders need to consider the height of the stone, travertine, and mortar used around the pool perimeter. This added elevation must match the elevation in the deep end where the auto cover enters and exits the housing. Auto cover manufacturers provide risers to accommodate for the increased elevation, but there is a limit to the height accommodation. Matching the lid's height to the different coping and retainers is

crucial to ensure the successful operation of the automatic pool cover. Pool professionals need to plan this out in advance of the auto cover installation.

POLYBOX / AUTO COVER HOUSING CHALLENGE

Before completing the backfilling of the pool, the automatic pool cover kit is attached at the deep end. The process begins with a one-piece encapsulated coping with a wall cap that supports a slide-on polybox. The polybox is a pre-made housing that is screwed into the wall in a 'tongue-and-groove' style that is easily attached to the fiberglass pool wall. However, the attachment of the polybox to fiberglass doesn't come with a pre-designed solution. This requires a little 'McGyvering' to support the polybox by free-staking into the ground. The polybox must be level for the auto cover to function properly. This process needs to take place in the pre-pour stage of the auto cover installation.

LID CHALLENGE

As mentioned earlier, the lid on the top of the auto cover housing, or polybox, also needs to be level for the auto cover's proper functioning. The manufacturer usually

Continued on page 22

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Minerals – The EPA Delivery Systems

By King Technology/FROG Products

HOW DO MINERALS WORK WITH CHLORINE?

There's a lot of confusion about mineral use in pools and hot tubs – including a lot of information that may not be quite right. It's time to clear the air while we all work to keep the water clean and clear.

Many people, including professionals, would love to use less chlorine, and maintain a clean pool or hot tub that's ready at all times.

Chlorine use seems to be straightforward, but in practice chlorine is hard to manage. It's smelly and corrosive. It must be measured and applied using gloves and stored very carefully. Plus, people don't always monitor chlorine very closely.

A survey done by Metrix Labs1 showed that:

- 9 out of 10 pool owners report some level of anxiety with chlorine use

- 7 out of 10 reported a strong interest in reducing chlorine use

Industry standards are to maintain a 1.0 – 3.0 ppm free chlorine for pools and 2.0 – 4.0 ppm for hot tubs. Yet, many people have much higher levels of chlorine in their pools and hot tubs.

Higher levels of chlorine make water harsh, irritating to skin and hair, and damaging to swimsuits,

surfaces, pool equipment and even patio furniture.

PH AND TOTAL ALKALINITY AFFECT CHLORINE

Chlorine's germ-killing power varies with pH level. When pH rises, chlorine's ability to kill germs decreases, however, maintaining ideal pH levels is essential but often challenging. Rain, wind, and sunlight can affect the pH level. Organic matter, which pool or hot tub users naturally introduce every time they enter the pool or hot tub also affect the pH balance. And if the Total Alkalinity is low, pH can fluctuate more easily.

OPTIONS

Fortunately, pool and hot tub owners and professionals have options. Minerals are one alternative, but not all minerals are the same.

Minerals fall into two categories:

1. Non-sanitizing minerals
2. Sanitizing minerals

Non-Sanitizing Minerals/Use

Copper/Only as an algacide
Zinc/Helps reduce scaling
Magnesium/A flocculant
Calcium Carbonate/Absorbs acids and helps maintain pH level
Sodium Carbonate/Soda ash raises pH level

Sanitizing Minerals/Use

Silver/Bactericide

NON-SANITIZING MINERALS

Many pool and hot tub products contain non-sanitizing minerals, but they aren't labeled as "non-sanitizing minerals," that's part of what causes confusion.

In addition, minerals classified as non-sanitizing are not allowed to make claims that they kill bacteria. For example, a product containing copper may be EPA registered, but only as an algacide, not a bactericide.

Only sanitizing minerals kill bacteria. The Environmental Protection Agency, EPA, regulates the sale and use of antimicrobial products, including those used to sanitize swimming pools and hot tubs.

SANITIZING MINERALS

All types of silver kill bacteria including silver chlorine, silver nitrate, silver oxide, colloidal silver, and silver ions.

Silver blocks bacteria cells respiratory system, destroys energy products, interacts with DNA and inhibits bacterial cell division, stopping replication. On a microscopic level, silver works by targeting microorganisms. It binds to and punches holes in bacteria's cell wall, blocks transport in and out of the cell and destroys the cell from the inside.

Silver easily dissolves in water and remains active before, during and after it attacks and destroys bacteria.

However, as effective as silver is as a bactericide, it cannot eliminate organics such as body oils, dirt and debris and is not a very effective algacide. Therefore, a low level of primary sanitizer, like chlorine, which is also regulated by the EPA, must be

used in conjunction with silver.

Some may see this as a drawback, but silver and chlorine used together complement each other. Silver used in conjunction with chlorine kills bacteria two ways, with the benefit that the amount of chlorine needed to kill bacteria is reduced by half.

Silver

Remains stable, killing bacteria

Depleted by:

- ✓ Backwashing, drain/refill
- ✓ Splash-out
- ✓ Caught in filter

Chlorine

Level/effectiveness can swing quickly

Affected by:

- ✓ Weather conditions
- ✓ Bather loads
- ✓ pH level

Less chlorine means pool and hot tub water is far less irritating to skin and eyes. Swimsuits don't fade and pool surfaces and equipment last longer.

SANITIZING MINERALS AND THE EPA

To sanitize means to make something sanitary by cleaning or disinfecting. Or, to reduce or eliminate pathogenic agents (such as bacteria) on the surfaces of something or in the water.

Under the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA), the EPA regulates pesticide products used to sanitize swimming pools and hot tubs.

A pesticide is any substance or mixture of substances intended to prevent, destroy, repel, or mitigate any pest. Bacteria is considered a pest.

“To obtain EPA registration, a product must go through complex, rigorous processes that involve extensive testing, evaluation and reviews to ensure that the product is safe and effective for its intended use. This takes years to complete.”

To obtain EPA registration, a product must go through complex, rigorous processes that involve extensive testing, evaluation and reviews to ensure that the product is safe and effective for its intended use. This takes years to complete.

The EPA also has the authority to re-evaluate products and revoke their registration if new information suggests that the product may be unsafe or ineffective.

Continued on page 12



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Minerals

Continued from page 11

Only products that meet the EPA's strict standards are allowed to be sold and used as sanitizers in swimming pools and hot tubs.

EPA registered products must comply with stringent labeling requirements. All products must include an EPA Registration Number, an EPA Establishment Number, Active Ingredient Statement, Directions for Use and Storage and Disposal Statements.

In addition, based on the EPA signal word, additional information may be required such

as First Aid and Precautionary Statements. (Signal words on pesticide product labels can be DANGER, WARNING or CAUTION.)

Only two product brands currently on the market contain EPA registered sanitizing minerals, FROG® and Nature 2®. Both must be used with an additional EPA registered sanitizer for full effectiveness.

IT'S ALL IN THE DELIVERY

Every sanitizer needs a delivery

system, and the delivery system can make all the difference. Minerals are delivered into pool/hot tub water through active or passive devices.

This chart shows the differences between passive and active mineral delivery systems.

ACTIVE DELIVERY SYSTEMS

Ionizers, ozonators, and AOP are all active delivery systems.

For example, ionizers use electricity to release silver and copper ions - similar to a salt system that "makes" chlorine. Ionizers work continuously, pumping silver, copper and sometimes zinc into the pool.

Ionizers are considered

Active - Ionizer	Passive
Electrical delivery system	Passive delivery system
Must be professionally installed	Dealer installed option or DIY
Makes silver and copper ions	Silver chloride and calcium carbonate
Enters at ion level	Dissolved silver
Continuous output	Controlled output
Potential over-saturation & staining	Over-saturation not an issue
Copper and silver, possible staining	Silver only, low output means no staining
Metal sequestrant may be needed	No metal sequestrant needed
Needs to be paired with independent chlorine or bromine	Combined with prefilled Chlorine Cartridge
May reduce chlorine use	Reduces chlorine use
Professional repairs if needed	Dealer repair or DIY if needed
Reliant upon electricity or sunlight	Dissolved in-line with water flow

secondary disinfectants and must be used with an EPA registered disinfectant. They cannot maintain the water on its own. A power outage or unusually heavy use can disrupt and unbalance the delivery, causing water care problems and the need to supplement heavily with chlorine and/or a pool shock.

Additionally, the output of silver and copper is continuous and keeps building; it can reach oversaturation levels resulting in staining; water must be tested regularly. Green copper and/or black silver stains are difficult to remove. For those using ionizers, a metal sequestrant may be a good tool in a pool owner's water care arsenal to prevent staining.

PASSIVE DELIVERY SYSTEMS

Passive devices don't use electricity. They include a flow-through cartridge, which can be a floater, a device in the filter well or an in-line device that contains minerals and substrates. They disperse a mineral level in the water that is not exceeded regardless of pump run time or dial setting. Therefore, staining rarely occurs.

The chart below shows how an active delivery system can result in a buildup of copper and/or silver that reaches saturation and staining versus a passive delivery system that maintains minerals at a steady level. Many passive systems combine silver and copper; some are copper only, some are silver only.

A passive delivery system ensures silver is dissolved into the water steadily but not over-saturated.

We've established that silver can be used to effectively sanitize swimming pools and hot tubs and extend chlorine use if the product is:

1. Registered with the EPA
2. Used in conjunction with a low level of chlorine

Most products offer only sanitizing minerals, but it's up to the owner or service professional to provide the chlorine or delivery system that's required.

A COMPLETE SANITIZING SYSTEM

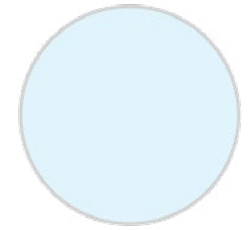
FROG products use a patented silver technology registered with the EPA as a primary sanitizer. Used with a low level of chlorine they effectively kill bacteria and sanitize a pool or hot tub two ways. EPA registration attests to their many years of testing and proven science. FROG minerals require only 0.5 ppm chlorine, which the chart (FROG Minerals Plus a Low Level of Chlorine Kill Bacteria) shows. This is an illustration of a study, for those who'd like to know more, go to frogsience.com.

FROG Minerals Plus a Low Level of Chlorine Kills Bacteria

The petri dishes below demonstrate the disinfection capabilities of minerals with 0.5 ppm chlorine for killing fresh cultures of E. coli bacteria



No treatment
Shows rapid bacteria growth

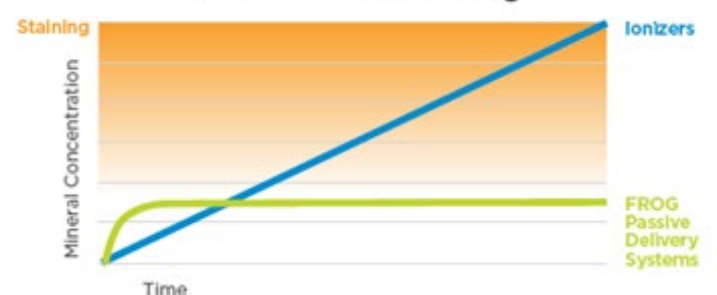


FROG minerals plus 0.5 ppm chlorine
Shows no bacteria growth

As a pool professional, you want to be 100% certain the products you sell and/or use on your customers pools and hot tubs do what they say they'll do.

Knowing the difference between non-sanitizing minerals and sanitizing minerals and how they work can make a big difference when it comes to sanitizing recreational water. If people want to use less chlorine, you can offer a sound alternative that keeps the water cleaner, clearer, softer and is easier to manage between calls. ■

Saturation of Minerals in Water Creates Staining



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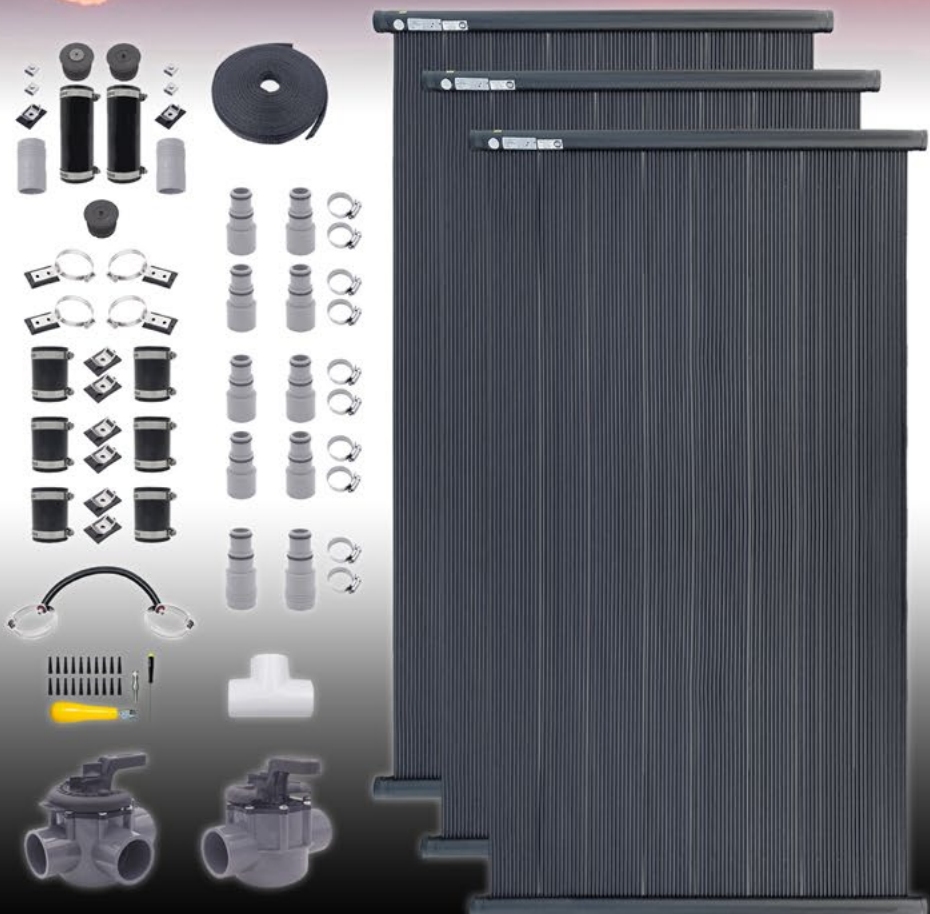
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5 Ways Your Website Can Attract More Reliable Workers

By Pam Haskell, AQUA Magazine, article originally published by AQUA Magazine, February 2023



ATTRACTING RELIABLE AND hardworking employees can be difficult. There are a lot of great potential workers out there, and many of them are a perfect fit for your company, too — but they get snapped up fast.

Still, you can improve your chances of attracting high-quality professional, reliable workers for your pool or spa business. They're out there looking for you; they just don't know it yet. With these five tips, you can smooth and straighten their path to your door,

and help you build a more reliable and efficient team of workers.

1. IMPROVE YOUR COMPANY CULTURE

These days, when it comes to attracting good workers, everything revolves around company culture.

Company culture includes many things, but you could define it as the personality of a business. Your company culture influences how people feel while they're at work, the values they hold, and where they see themselves in the

company. Positive company cultures sets you apart from your competitors and demonstrates that you're a great place to work.

What are the benefits of company culture? That may be hard to define precisely, but 40% of job seekers say that's their top priority when searching for a new workplace. Think of what a change that is from generations gone by.

Not only is company culture something job seekers look for when applying for a job, but it's also essential for retaining your current employees. A company that focuses on its culture and mission has 42% higher retention levels than companies that don't.

Okay, so how do you make your culture positive for your workers and potential new hires?

Retail products:

- Aqua Group
- BioLab, Inc.
- Homestead Structures
- Pentair Aquatic Systems
- Poolside Tech
- Speck Pumps-Pool Products
- Tara Pool & Outdoor Products
- Z Poolform - Concrete Countertop Solutions

You can improve your company culture by:

- Establishing your company's core values
- Setting company culture goals
- Getting your current team involved
- Reinforcing positive behavior
- Rewarding your employees for good work
- Offering benefits and perks
- Discover what motivates your employees
- Always being there to help your workers when they need it
- Organize team bonding events

These are all components of a strong and positive company culture, and they're what today's employees are looking for in a workplace.

But you have to market that well; how else will great employees know what a great company you have? That leads to tip No. 2.

“Similar to promoting your products or services to your potential customers, you must show off what makes your company special. You've got to demonstrate the benefits of working as part of your team. One good way to demonstrate this is by highlighting employee testimonials and uploading images of team days out to your social media profiles and your website.”

2. HIGHLIGHT WHY YOU'RE THE RIGHT COMPANY TO WORK FOR

Similar to promoting your products or services to your potential customers, you must show off what makes your company special. You've got to demonstrate the benefits of working as part of your team.

One good way to demonstrate this is by highlighting employee testimonials and uploading images of team days out to your social media profiles and your website. It's where potential workers look first when evaluating your company, and the message has to be attractive. Also, when you're writing your job listing or updating your careers page, be sure to include a section that lists all the excellent benefits of working with your company.

This can include:

- Employee Discounts
- Healthcare
- Fun days out
- Flexible working schedule
- Free training
- Upskilling opportunities
- Promotion opportunities
- Sick days
- Holidays

That flexible schedule is a big winner nowadays. According to research, a substantial number of people will reject a job offer if they can't have a flexible schedule, and far more simply don't

Continued on page 16

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5 Ways Your Website Can Attract More Reliable Workers Continued from page 14

apply if they think there will be no flexibility.

So not only are benefits essential, they're also vital for the success of your recruitment. If you don't have what your candidate is looking for, they're going to go somewhere else.

3. MAKE YOUR WEBSITE "CAREERS PAGE" ACCESSIBLE AND EFFECTIVE

Your website is where potential employees go to find a path to your company, so it is vital for your recruitment success. Take a closer look at your careers page, from the perspective of someone who knows nothing about your company.

Content should be clear and understandable. Your careers page should have everything a potential employee needs to understand your company culture and what your company is like. It should list what's involved in the open position and the traits you're looking for in a candidate.

And it should be engaging and interesting. The feel of your careers page says as much as the facts it is relating. You want to be able to grab their attention and hook them in with visuals

and well-written text that say that you care about how you are presenting your company.

It's not just form, though, as function is important, too. Write down all those benefits you've discovered about your company and feature some employee testimonials to show them that you're a great person to work for.

Above all, applying for the job should be simple and straightforward, no matter what method you use to handle applicants. Create an easy-to-use online form that your visitor can fill out on the spot. Make sure it isn't too complicated, as many people will give up filling in a form if it's too wordy or too long.

Everything should also be completely mobile-friendly. Most job seekers will apply for positions on their mobile phones. So, your careers page should be visible and interactive on mobile, and your application form should also work perfectly without any issues.

If your form doesn't work correctly, especially on mobile, your potential employees won't continue with the application. Instead of getting out their laptop to finish applying, they'll simply move on to the next accessible application.

4. CONTACTING YOU SHOULD BE EASY

People will always have questions about a job, so make sure it's easy to get in touch with you. You want your potential new hire to feel welcome, so always tell them who they're dealing with during the application process and where to contact you.

If somebody is having difficulty filling in the form, or maybe their application didn't go through, they must be able to contact you with ease. Otherwise, you might miss out on the perfect candidate.

5. SHOW THEM HOW YOU'RE THE EXPERT

The last tip for attracting more reliable workers is to demonstrate why you're an expert in the pool and spa industry.

People want to work with the best in the industry, so if they can see that you're an expert, they'll feel more comfortable working and learning under you.

You can demonstrate your expertise easily by showing off the best of your work over the years, whether in service, building or retail, and highlighting how you've helped your customers.

Adding work examples on your careers page and job listings is an excellent idea, too. It shows how extraordinary your work is and gives your potential new hires an idea of what kind of work they'll be doing.

Another great way to attract top talent to your website is by writing great content. By putting together pieces of helpful, exciting, and valuable long-form content, you'll be able to demonstrate

“People want to work with the best in the industry, so if they can see that you're an expert, they'll feel more comfortable working and learning under you. You can demonstrate your expertise easily by showing off the best of your work over the years, whether in service, building or retail, and highlighting how you've helped your customers.”

easily that you're an expert in the pool and spa industry.

I hope this helps improve your website in order to attract more reliable and hardworking employees. If you have any other tips, or want to ask any questions, then get in touch with our team — we'd love to help! Chili Pepper Design has years of experience helping people in the pool and spa industry improve themselves online. Our team will always be there for you if you want help reaching more of your potential employees. ■

Follow us! @IPSSA



IPSSA's Find a Pool Service Professional Search Function

DID YOU KNOW THAT POTENTIAL CUSTOMERS can search for a pool service directly from the IPSSA website? These results populate an IPSSA member near them. Log into your member portal to add your company logo, website link and social media links to enhance the search results for your company. If you need help logging into your member portal, send an email to memberservices@ipssa.com to reset your password.



Resource Corner

IPSSA MEMBERS Retrieve the Arrow/HUB Insurance Claims Report, via IPSSA Member Portal under resources. If you can't find it there, check out the IPSSA Chapter toolbox, it will be waiting for you there.

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TOOLS**
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Fluidra's ServicePro rewards program is designed specifically for pool service companies and gives you access to the right tools, including marketing services, software, training and valuable consumer incentives — everything you need to grow your business.

Sign up now and unlock over **\$5,000** in value, including:

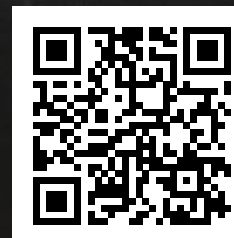
-  **\$50** Sign-Up Bonus
-  **5%** Off First \$5K
-  **\$200** Off Your First 5 VS Pump Purchases
-  **\$200** Off Your First 5 Automation Purchases
-  Plus **Many More** Exclusive Benefits

FLUIDRA

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Sign up today!





THE IPSSA NATIONAL BOARD OF DIRECTORS recently had a successful and informational meeting in Scottsdale, AZ on April 29, 2023. The meeting also included training from John Hernandez, Board Build Director of Strategy. John shared board governance best practices and leadership development tools with the IPSSA BORD to utilize and share with their regions and chapters.



MEMBERS OF IPSSA'S REGION 9 (Texas South) recently had a successful and productive meeting on April 22, 2023



IPSSA REGION 6 (CA Inland Empire) hosted their first of three water safety events to kick off Water Safety month!

THE INDEPENDENT POOL AND SPA SERVICE ASSOCIATION PRESENTS

COMMUNITY EDUCATION SUPPORT

SAVE THE DATE!
FEBRUARY 2-4, 2024
THE WESTIN
LONG BEACH, CA

**More information about event registration will be available in June. Please note there will be no onsite registration.*



THE EAST BAY IPSSA CHAPTER held their annual Table Top Trade Show on May 16, 2023 at the Pleasant Hill Community Center in Pleasant Hill, California. The event went off without a hitch and gathered 35 vendors along with close to 100 local pool pros. The proceeds from the event's raffle will be donated to the Pleasant Hill YMCA Swim Program.



Upcoming IPSSA & Industry Events

POOL INDUSTRY EXPO (PIE SHOW)
September 14-16, 2023
Hyatt Regency
Monterey, CA

IPSSA NATIONAL BORD MEETING
November 10-11, 2023
Mandalay Bay
Las Vegas

PSP/DECK EXPO
November 13-15, 2023
Las Vegas Convention Center
Las Vegas

WORLD AQUATIC HEALTH CONFERENCE
November 13-15, 2023
Las Vegas Convention Center
Las Vegas

IPSSA'S WEEKEND OF INSPIRATION CONFERENCE
February 2-4, 2024
The Westin
Long Beach, CA

IPSSA has expanded its rewards and recognition to include 3 BIG AWARD OPPORTUNITIES. 2023 nominations are now open!



NOW ACCEPTING NOMINATIONS FOR THE

2023 IPSSA AWARDS

CHAPTER OF THE YEAR AWARD
POOL PROFESSIONAL OF TOMORROW AWARD
TERRY COWLES LIFETIME ACHIEVEMENT AWARD

Award Nomination Deadline: 10/15/2023
Go to www.ipssa.com/ipssa-awards for Guidelines and Nomination Forms

Nominations are due by October 15, 2023. Go to ipssa.com/ipssa-awards for more information.

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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

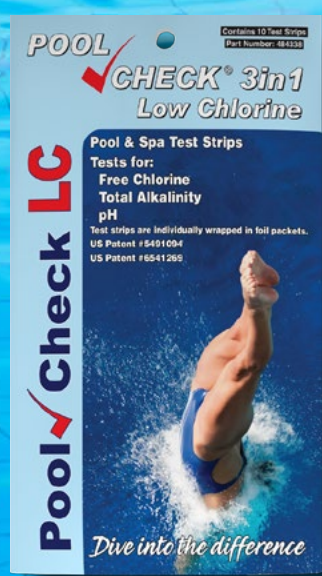
- **Membership Committee Program:** Promotes and facilitates the recruitment and continuity of IPSSA members

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. ■

USING ALTERNATIVE POOL SANITIZERS?



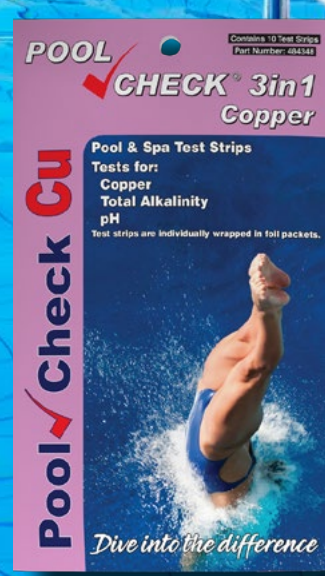
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Buy online and have your items ready for pickup, saving time



WHOLESALE PRICING

Access to your wholesale pricing & visibility to consumer retail prices



REORDER WITH EASE

Easy reorder functionality for frequently purchased items



INTUITIVE INTERFACE

Intuitive, simple online shopping interface



FIND PRODUCTS EASILY

Easy to find the products you need as a Pool Professional

Introducing Leslie's Pro Partner Program

A new program designed to grow your business.

Enroll today to take advantage of these program benefits:



WHOLESALE PRICING

Qualify for trade pricing on the products you use every day.



REFERRAL PROGRAM

Add new customers to your business with referrals from your local Leslie's stores.



REBATE PROGRAM

Buy more, earn more! Earn rebates based on your annual spend.



MAJOR EQUIPMENT BENEFITS

Receive extended protection on all Jacuzzi equipment and other select products.



VENDOR PARTNERSHIPS

Access discounts and other member benefits from selected vendors.

- SPPA - Insurance
- Skimmer - Routing App



ADDITIONAL BENEFITS

- Open 7 days a week
- FREE water testing
- Convenient locations
- FREE in-store labor
- FREE pool cleaner inspection

Apply at LesliesPro.com or email Commercial@lesl.com to learn more.



NC Brands Announces New Dealer Support Page

In this world full of information and noise, it can be daunting to know where to go to access things like training, product images, program files, and the most up to date literature options available. For this reason, the team at NC Brands has put together a new dealer tools page that organizes this information for you all in one easy to find location. This new resource is available at ncbrands.com/dealertools and we welcome you to check it out today!

TRAINING/EDUCATION RESOURCES

While you may have heard that NC Brands offers FREE educational modules for Pool Professionals, these items can now be accessed right from the dealer tools page by selecting "Pro Online Training." This will link you out to log into your own custom training dashboard where you can access the modules anytime, print or share earned certificates of achievement, or even click the top right of the page to request your own custom live training session with an NC water chemistry expert. We recommend completing the modules before scheduling the live training session with our team. These modules are a great resource for new hires, or anyone who wants to brush up on training for the upcoming season.

NC BRANDS FIELD COVERAGE

Not sure who your local NC Brands rep is, or how to get in touch with them? The dealer portal is here to help! Just click on "Find your NCB Rep" and it will take you to a map of the US containing NC Brands rep contact information. Our team of internal reps also has additional external support in select areas of the country. Please check out the map to ensure you have the most updated coverage information for your area.

LITERATURE, FILES & VIDEO CONTENT

Easily access our literature (product catalog, resource guide, spa care booklet) right from the portal as well. These links

are continuously updated to contain the latest available information, so you can access them at any time. The portal also gives dealers the ability to download product image files as required for use on websites or in marketing. The video box highlights focus products and also links to our custom NC Brands YouTube page. Another resource on the portal is a link to access our product SDS files as required.

PROGRAMS

The portal also gives dealers access to NC Brands programs. Current programs include our distribution customer only dealer rebate program, as well as our phosphate test kit program for qualifying dealers (see website for complete program details). Dealers can upload their proof of purchase to qualify for the annual rebate program right from this area of the portal, making it easier than ever to be rewarded for purchases of NC Brands products! Learn more at ncbrands.com.



Waterway's Golden Anniversary - A True Milestone of Innovation and Excellence!

Waterway is celebrating its 50th year anniversary in the pool & spa industry and shows no sign of stopping anytime soon.

This family owned, fully integrated USA facility continues to bring together design, engineering, tooling, production, quality control and service, delivering an extensive range of innovative products, from NSF approved white goods to pumps, filters, pool & spa control systems and much more. We also care about our employees, taking the necessary precautions for the safety of our staff.

In addition, we recognize and support our team who handle the day-to-day operations at the highest levels, multi-tasking when needed and filling in for others if necessary. We seek out the greatest talent but appreciate the ability to mentor and train people willing to learn.

To this end, we resolve to be dedicated and continue to work hard to bring profitability back to our clients

Since 1973, Waterway has provided excellence, integrity and confidence to the pool, spa and whirlpool bath industry...all under one roof, at our 460,000 square foot facility in Oxnard, California.

Our secret is simple... Waterway recognizes the issues our clients face, seeking out more efficient ways of producing pool and spa products. And we back that up with superb production. Our recent purchase of several custom injection molding machines, new molds and updated automation, allow us to focus solely on getting the best products quickly to the people in the field.

Our enduring success is based on an unwavering dedication to these important principles:

- Listening to our customers
- Bringing the very best in quality and innovation to market
- Providing the industry's most responsive and caring customer service

For over 50 years Waterway has continued our steadfast commitment to our exceptional standards and to you, our valued customers. Please share with us in this true milestone of innovation and excellence!



The EPA Helps Protect Residential Swimming Pools and Hot Tubs

The real advantage for retailers is not necessarily whether they sell online and have a brick and mortar store, sell exclusively online or just have a physical store. It's what they know about the products they sell.

Recent news reveals that some chlorine tablets sold online aren't registered with the US Environmental Protection Agency (EPA).

Without an EPA-approved label, no one can be confident that the product purchased will keep pool and hot tub water free of harmful contaminants and may not be safe for use. Pool and hot tub professionals and retailers must be 100% confident of the products they sell.

The EPA ensures that people have access to accurate information about personal health and environmental risks for certain classes of chemicals.

Notably, the Federal Insecticide, Fungicide and Rodenticide Act, [FIFRA](#), requires pool and hot tub chemicals that kill or control algae and bacteria in the water that are sold or distributed in the United States – including imported pesticides – to be registered with the EPA. That includes chlorine tablets, chlorine pool shock,

Continued on page 22

Sparkling clean water *everyday*

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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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www.waterquality.net

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Ultimate Pool Tools' Carbon Fiber HyperPole line features poles that extend to 13 feet, 15 feet and 17 feet.

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3X15/HYPERPOLE
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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

liquid chlorine, and algacide.

To obtain EPA registration, a product must complete complex, rigorous processes that involve extensive testing, evaluation, and reviews to ensure that the product is safe and effective for its intended use. This takes years to complete.

EPA registered products must comply with stringent labeling requirements. All products must include an EPA Registration Number, an EPA Establishment Number, Active Ingredient Statement, Directions for Use and Storage and Disposal Statements.

Only two product brands currently on the market contain EPA registered sanitizing minerals for swimming pool and hot tubs, FROG® and Nature 2®.

Only products that meet the EPA's strict standards are allowed to be sold and

used as sanitizers in swimming pools and hot tubs.

While online shopping has become a way of life, it has allowed many products to enter the market with false claims of water sanitization stating EPA registration when they are not EPA registered.

To know if a product is EPA registered, look at the product label. It will include the EPA Registration Number. It will always begin with "EPA Reg. No." followed by a number that represents the company that owns the registration then a dash and another number representing the ingredients in that product. For example, "EPA Reg. No. 53735-11"

This tells you that the product is registered with the EPA and has passed all EPA requirements.

The label will also have an EPA

Establishment Number that shows where the product was produced. For example, EPA Est. No. 071209-AZ-001.

Anyone may look up the EPA Registration Number to verify it; one resource is [NPIRS](https://www.epa.gov/npirs).

Every pool and hot tub requires a method to sanitize the water, and owners have many options to accomplish this. If using packaged sanitizers, always make sure they are registered with the EPA.

Pool and hot tub owners look to their pool and hot tub dealers for expert advice. Knowing and understanding EPA registration is a big help to consumers and builds confidence and loyalty.

One brand, FROG, has many EPA registered sanitizing options for pools and hot tubs.

For more information, contact lynn.nord@kingtechnology.com. ■

Automatic Pool Covers

Continued from page 10

provides a flush, pre-painted walk-on lid to make the installation fast and easy. However, there are also many lid-tray options available that can be filled with concrete to accommodate popular stone, paver, and stamped concrete options. It is important to remember that there must be an area for the cover and lead-edge to exit the housing area.

OUTSOURCING AUTO COVER INSTALLATION

Fortunately, many pool professionals throughout the US and Canada now exclusively install and maintain automatic pool covers. This makes it easier for pool professionals to subcontract this portion of the job, allowing them to easily offer automatic pool covers and still profit from selling them without having to train or having personnel or staff on hand to install and maintain these covers.

As the demand for fiberglass pools and automatic pool covers continues to soar, pool professionals need to take the time to strategize their approach and be prepared to maximize their profits on these products while avoiding frustrating mistakes in the field. ■

ABOUT THE AUTHOR

Mike Shadoan has over 25 years of experience working as a service tech in the field, then worked his way into the position of VP of Sales for Automatic Pool Covers in Westfield, Indiana. Mike has been an integral part of the company's rapid growth due to the innovative automatic pool cover products it offers installers, including the APC 365, a vinyl liner pool cover system, and a tool-less torque limit controller for auto covers. He can be reached at mshadoan@apc-mfg.com.

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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.

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



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Know that when you refer your clients to us they do not need to shop anywhere else. Pool Covers, Inc. employee owners will not only provide **superior customer service** but will provide you with the most innovative products to make your clients pool safe. We offer child safety fencing as well as safety swimming pool covers. Our style of "one stop shopping" makes it faster and more convenient for you and your clients.

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!

Pool Covers Inc. providing quality safety products and service in Northern California for over 30 years.

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ProTeam Supreme
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Haviland
POOL AND SPA PRODUCTS

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New Products



CCEI USA's offers Brio® LED light for pools

The CCEI USA's Brio® LED 3" niche-less pool light is ideal for enhancing any outdoor living space by improving the lighting within the swimming pool. Designed to replace traditional incandescent bulbs in a 1.5" return fitting, the Brio® LED 3" light is available with

50ft, 100ft and 150ft cable lengths with quick disconnect features, for ease of repair and replacement. With fittings for vinyl liner, fiberglass and concrete pools for easy installation and a wide beam angle of 160 degrees, this pool light brings outdoor living spaces to life. The Brio can provide up to 24 W and 2400 lumens of output and uses low voltage (12V AC power). The Brio is available in white (~6500°K) or with multicolored LEDs, with white, light gray, dark gray and stainless-steel colored faceplates to blend into any pool interior. Additionally available with a Bluetooth controller. ULC and UL listed & CCEI's warranty. **Learn more at www.ccei-pool.com/us/.**



Stubborn plaster scaling issues resolved with Stain Drop No.2

Scale removal is one of the more difficult matters to resolve in pool care.

Ultimately the best solution is to drain the pool and acid wash the surface, wasting both water and the life expectancy of the surface. New and Improved Stain Drop No.2 is a specialty acid-based treatment designed to eradicate scale from surfaces. Treatments often are quick but can take up to ten days. Stain Drop No.2 is definitely a better alternative to the time needed to prepare the pool for a whole lot of brushing by hand. **Learn more at www.poolstaindrop.com.**



Power Defender Single Speed and Variable Speed Pumps

Waterway's Power Defender pumps are the best choice for your pool needs, lining up with both Super Pump® and IntelliFlo® plumbing. These pumps are high performance and efficient single speed and

variable speed options that provide optimal energy savings. They are D.O.E. and C.E.C. compliant and utilize silicon carbide Viton shaft seals which provide for superior wear and chemical resistance. These American made pumps utilize state-of-the-art energy saving technology, while providing quiet, quality filtration for your pool. Waterway's Power Defender pumps boast maximum efficiency at a tremendous value.



Hayward XE Series Pumps: The Absolute Best and Least Expensive Drop-In Replacement for Any Single-Speed Pump!

If you are looking to provide pool owners with an upgrade from their existing single-speed pump, look no further than Hayward's XE Series pump line-up. XE Series includes seven unique models with varying levels of THP across three of Hayward's best-selling pump families: TriStar, Super Pump and MaxFlo.

Not only do XE Series pumps benefit from the cutting-edge technology of variable-speed drives, but they also include added improvements and innovations to reduce their cost without reducing their performance. XE Series pumps exceed all DOE efficiency benchmarks, and deliver energy savings for pool owners.

What's in it for you? XE Series pumps are an easy universal drop-in replacement for over 80 competitive pump models, making XE an easy upgrade choice. And with simple set-it and forget-it one-button programming, dual-voltage capability, included unions & riser base for easier port alignment, and relay compatibility with pool automation...you can be in and out of the customer's pad quickly...saving you valuable time!

And speaking of savings, be sure to visit www.promotions.hayward.com to learn how YOU can be rewarded when you upgrade your customers to Hayward.

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Chapter Information and Meetings

REGION 1 Northern California
David Hawes, Director
925-828-7665 | david@hhpools.com

Capital Valley (Sacramento)
First Wednesday, 7:00 p.m.
VFW 8990 Kruithof Way, Fair Oaks
President: [Jason Hilton](#), 916-224-3113

Delta (Stockton)
Third Wednesday, 6:00 p.m.
The Elks Lodge
19071 N. Lower Sacramento Rd. Woodbridge
President: [Rick Plath](#), 209-456-1605

East Bay
Third Tuesday, 6:00 p.m.
Pleasant Hill Community Center
320 Civic Drive Pleasant Hill
President: [Katrina Pedersen](#), 925-289-9231

East Contra Costa
Fourth Tuesday, 6:00 p.m.
La Fuente Mexican Restaurant
642 1st Street, Brentwood
President: [Kirk Olsen](#)

El Dorado
Second Thursday, 6:30 p.m.
Shingle Springs Community Center
4440 S. Shingle Road, Shingle Springs
President: [Shawn Panico](#), 916-201-6245

Elk Grove
Second Wednesday, 7:00 p.m.
Logan's Roadhouse
9105 W. Stockton Blvd., Elk Grove
President: [Deon Nesson](#), 916-870-7630

Gold Country
First Monday, 6:00 p.m.
2515 Grass Valley Hwy., Auburn
President: [Alex Tobiasz](#), 916-759-8028

Modesto Central Valley
Third Tuesday, 6:00 p.m.
Mi Casa
624 N. Golden State Boulevard
Turlock, CA 95380
President: [Albert Camarillo](#), 209-628-2717

Sacramento City
Fourth Wednesday, 7:00 p.m.
Plaza Hofbrau
2500 Watt Avenue, Sacramento
President: [Derin Schroeder](#), 916-367-9934

Tracy
Fourth Thursday, 6:00 p.m.
Perko's Cafe
1321 W. 11th Street, Tracy
President: [Beau Hoff](#)

West Placer
First Thursday, 5:30 p.m.
Strikes Bowling Alley
5681 Lonetree Blvd., Rocklin
President: [Bryan Soto](#), 916-258-5114

REGION 2 Central California
Beau Braisher, Director
661-332-4952 | braisherpools@gmail.com

Bakersfield
First Tuesday of Feb., May, Aug., Nov., Dec.
at 5:30 p.m.
PEP (Subject to change)
12556 Jomani Dr. # C, Bakersfield
President: [Sandra Flores](#), 661-319-9341

Central Coast
Second Wednesday, 6:00 p.m.
Nino's Grill, Templeton
President: [Matt Mazzo](#), 805-614-3114

Conejo
Second Wednesday, 7:30 p.m.
Alpha Water Systems
725 Cochran Street #A, Simi Valley
President: [Dennis Van Sloten](#), 805-813-6154

Conejo Valley
Second Wednesday, 6:30 p.m.
Superior Pool Products
1200 Lawrence Drive #400, Newbury Park
President: [Michael Flanagan](#), 805-444-7960

Fresno
Fourth Tuesday, 7:00 p.m.
Roundtable Pizza
First & Bullard, Fresno
President: [Larry Kirkorian](#), 559-681-4467

Santa Barbara
Second Monday, 6:30 p.m.
Rusty's Pizza Parlor
232 W. Carrillo (downtown), Santa Barbara
President: [Joe Burich](#), 805-451-1963

Ventura
Third Tuesday, 7:00 p.m.
Poinsettia Pavilion
3451 Foothill Rd., Ventura
President: [James Eubanks](#), 805-889-5977

Visalia
Third Wednesday, 6:00 p.m.
Amigo's Cantina
5113 W. Walnut Avenue, Visalia
President: [John Cossey, Jr.](#), 559-380-8886

REGION 3 Northern L.A. County, California
Eric Nielson, Director
818-710-1628 | willowcreekpools@gmail.com

Antelope
Second Monday, 6:00 p.m.
SCP Antelope Valley
4514 Runway Drive, Lancaster

President: [Steven Polovina](#), 661-236-6095

Diamond Bar
First Thursday, 7:00 p.m.
PEP 563 W. Terrace Drive, San Dimas
President: [Robert L. Betts](#), 626-757-6707

Foothill
Third Thursday, 7:00 p.m.
American Legion Hall (Downstairs)
4011 La Crescenta Avenue, Glendale
President: [Jay Laughrey](#), 818-957-5298

San Fernando Valley
Third Wednesday, 7:00 p.m.
Winnetka Bowl
20122 Vanowen Street, Winnetka
President: [Ivan Vance](#), 818-376-8541

San Fernando Valley Metro
First Tuesday, 7:00 p.m. (Dark January & July)
Winnetka Bowl
20122 Vanowen Street, Winnetka
President: [Bob Sickels](#), 818-481-2167

San Gabriel Valley
Second Thursday, 7:00 p.m.
PEP 1862 Business Center Drive, Duarte
President: [Ron Hopwood](#), 626-806-4670

Santa Clarita Valley
First Thursday, 7:00 p.m.
Vincenzo's Pizza
24504 1/2 Lyons Avenue, Newhall
President: [Glen Batista](#)

REGION 4 South L.A. County, California
Rick Morris, Director
310-755-5279 | rick-morris@sbcglobal.net

Central Los Angeles
Second Monday, 6:30 p.m.
Han Woo Ri Presbyterian Church
1932 S. 10th Ave, Los Angeles
President: [Fred Choi](#), 213-598-0078

East Long Beach
Second Tuesday, 6:30 p.m.
Ecco's Pizza
2123 N Bellflower Blvd., Long Beach
President: [James Burkhalter](#), 562-305-6929

South Bay
Second Wednesday, 7:00 p.m.
Shakey's Pizza Parlor
3615 Pacific Coast Hwy. Torrance, CA
President: [Rick Morris](#), 310-755-5279

West Side
Second Tuesday, 6:30 p.m.
American Legion Hall
5309 S. Sepulveda, Culver City
President: [Richard Okamoto](#),
310-927-2411

Whittier
First Wednesday, 7:00 p.m.
Location TBD
President: [Martin Madrid](#), 909-374-7533

REGION 5 Orange County, California
Michael Denham, Director
714-891-6180 | denhampools@gmail.com

Anaheim
Third Wednesday, 6:30 p.m.
Roundtable Pizza
12829 Harbor Blvd., Garden Grove
President: [Cal Pratt](#), 949-230-7462

Central Orange County
Last Tuesday, 7:00 p.m.
Chapter meets virtually via zoom
President: [Jeff Steinker](#), 949-292-4026

Dana Point
Second Tuesday, 6:00 p.m.
Coco's Restaurant
Crown Valley at I-5, Dana Point
President: [Mike Boucher](#), 949-456-0663

Mission Viejo
1st Tuesday of every month, 6:00 pm
Laguna Hills, CA 92653
President: [Chris Dodds](#), 949-683-6076

Orange Coast
Last Monday, 5:00pm
Roundtable Pizza on Adams and Beach
President: [Rob Mangus](#), 714-318-1254

Orange County Pool Professionals
Last Monday, 6:00 p.m.
Claim Jumper (Banquet Room)
18050 Brookhurst St., Fountain Valley
President: [Jim Romanowski](#), 714-404-2550

Southwest
First Wednesday, 6:00 p.m.
ABC Pools
10560 Los Alamitos Boulevard, Los Alamitos
President: [Brian Bemby](#), 714-995-8211

Surf City
Third Tuesday, 6:30 p.m.
Superior Pool Products
10865 Kalama River, Fountain Valley
President: [Frank Malavar](#), 714-960-3558

Tustin/Irvine
Second Tuesday, 6:00 p.m.
PSOC Waterline Technologies
220 N. Santiago Street, Santa Ana
President: [Rich Foley](#), 714-974-1514

Yorba Linda
First Wednesday, 7:00 p.m.
Round Table Pizza
18518 Yorba Linda Blvd, Yorba Linda

President: [David Hartson](#), 714-306-4864

REGION 6 Inland Empire, California
Scott Peterson, Director
951-255-4175 | ipsscascott@yahoo.com

Corona
Second Tuesday, 7:00 p.m.
Marie Callenders
160 E. Rincon St (at Main St), Corona
President: [Ernie Machado](#), 951-264-7464

Hemet
Third Thursday (Bi-monthly), Dinner 5:30 p.m. - 6:00pm; Meeting 6:00 p.m. - 7:15 p.m.
Laurel Park Clubhouse
761 Sumac St., Hemet
President: [Kenneth Campbell](#), 951-733-4330

Menifee Valley
First Wednesday of odd months, 6:00 p.m.
My Buddies Pizza
2503 E. Lakeshore Drive #A Lake, Elsinore
President: [Renee Marier](#), 951-285-9672

Ontario/Rancho Cucamonga
Second Tuesday, 7:00 p.m.
Location varies. Please contact chapter president for more info.
President: [Ron Goodwin](#), 909-989-0406

Palm Desert
Third Thursday, 6:30 p.m.
Sloan's, 81539 US Hwy 111, Indio
President: [Matt Kauber](#), 760-702-0160

Palm Springs
First Wednesday, 5:30 p.m.
Superior 5700 Indian Springs Rd., Palm Springs
President: [Jim Elliott](#), 760-413-0463

Redlands
Second Tuesday, 6:00 p.m.
Hickory Ranch
32971 Yucaipa Boulevard, Yucaipa
President: [Bill Brooks](#), 909-553-5780

Riverside
First Tuesday, 6:00 p.m.
Romano's Italian Restaurant Canyon Crest
5225 Canyon Crest Drive, Ste. 58
Riverside, CA
President: [Scott Zahn](#)
951-966-0592

Temecula/Murrietta
Third Wednesday
Dinner at 5:30 p.m. & Meeting at 6:30 p.m.
Richie's Diner
40651 Murrieta Hot Springs Rd.
Murrieta, CA
President: [Cort Williams](#), 951-775-2678

REGION 7 San Diego County, California
waterwatcher.org
Michael Harris, Director
619-395-6700
mike@barrowpoolservice.com

Escondido
Third Wednesday, 6:30 p.m.
Call for location
President: [Bruce Smith](#), 760-741-3960

North County Coastal
Third Tuesday, 6:00 p.m.
Five Suits Brewing
2575 Pioneer Ave., Unit 104
Vista, CA 92081
President: [Aden Dunne](#), 760-801-5526

Rancho Del Mar
Quarterly on the 3rd Monday of February, May, August and November at 5:30pm
Filippi's Pizza Grotto
9969 Mira Mesa Blvd
San Diego, CA 92131
President: [Ed Finney](#), 858-750-8842

San Diego
Third Wednesday, 7:00 p.m.
Admiral Baker Clubhouse
2400 Admiral Baker Road, San Diego
President: [Ken Dirkse](#), 858-761-2283
www.ipssasandiego.com

San Diego East County
Third Tuesday, 6:00 p.m.
Superior Pool Products
1973 Friendship Drive, El Cajon
President: [Marc Impastato](#)
619-270-6617

San Diego Metro
Fourth Thursday, 6:00 p.m.
Sammy's Wood Fired Pizza
8555 Fletcher Pkwy, La Mesa
President: [Bert Vexland](#), 619-445-7887

REGION 8 Arizona and Nevada
Linda Cross, Director
702-524-8453 | ipssalindacross@gmail.com

East Valley (Phoenix)
Third Thursday, 6:00 p.m. MST
Pool & Electrical Products (PEP) Chandler
2900 S Gilbert Rd. Ste. 1
Chandler, AZ 85286
President: [Marc Cannon](#), 602-432-3371

North Phoenix
Third Tuesday, 6:00 p.m.
SCP
18201 N. 25th Avenue, Phoenix, AZ
President: [Stillman Brown](#), 623-229-3494

Southeast Valley
Second Thursday, 5:30 p.m.

Superior Pool Products
7330 S. Atwood, Mesa, AZ
President: [Jerry Handley](#), 480-440-2888

Tucson
Third Wednesday, 6:00 p.m. Social & 6:30 p.m. Call to Order
No meetings in August & December
Horizon Pool & Spa Parts
3120 East Medina Rd., Tuscon, AZ
President: [Robert Lewis](#), 520-349-1111

West Valley
Third Wednesday, 6:00 p.m.
Cloud Supply
1100 N. Eliseo Felix Way, Avondale, AZ
President: [David Nielsen](#), 623-850-2924

Western Las Vegas
First Monday, 6:30 p.m.
Vietnam Vets Hall
6424 W. Cheyenne, Las Vegas, NV
President: [Stephen Cross](#), 702-375-3725

REGION 9 Texas South
ipssatexas.com
Rick Beaubouef, Director
512-266-6592 | rick.easypools@gmail.com

Austin
First Tuesday, 6:30 p.m.
Red Robin
5601 Brodie Lane, Sunset Valley
President: [John Morgan](#), 512-472-5355

Clear Lake
Fourth Tuesday, 7:00 p.m.
Rudy's BBQ
21361 Gulf Fwy Webster
President: [David Potts](#), 208-887-6486

Corpus Christi
First Thursday, 6:30 p.m.
SCP in Corpus Christi
President: [Jeff Snyder](#), 361-397-9444

Houston
Second Tuesday, 7:00 p.m.
Pappy's Café
12313 Katy Frwy, Houston
President: [David Queen](#), 281-807-5442

North Austin
Second Wednesday
Casa Chapala
9041 Research Blvd. #100, Austin
President: [Justin Pinson](#), 512-766-7946

North Houston
Second Tuesday, 7:00 p.m.
Pappy's Cafe
12313 Katy Fwy, Houston
President: [Stephen Titone](#), 281-773-8643

San Antonio
First Monday, 6:30 p.m.
Longhorn Café
17625 Blanco Road, San Antonio
President: [Jorge Martinez](#), 210-549-7665

West Houston
First Tuesday, 7:00 p.m.
Spring Creek Barbeque
21000 Katy Freeway, Katy, Texas
President: [Bill Williams](#), 832-593-6299

REGION 10 Bay Area South, California
Gary Heath, Director
510-223-7537 | gary@thepooldoctors.com

Fremont
Second Monday, via Zoom
All Members/Guests (Jan-July)
Board Officers (Aug-Dec)
PIN: 823 5019 6796
P/W: BluePools1
President: [Bruce Barrios](#), 510-750-2866

Marin and Sonoma County
Third Wednesday, 7:00 p.m.
Lucchesi Park Petaluma Community Center
320 N. McDowell Blvd., Petaluma
President: [Darrell O'Neal](#), 707-217-1546

Mid-Peninsula
Last Tuesday, 7:00 p.m.
Superior Pool Products
2692 Middlefield Road, Redwood City
President: [Thurlough Cunningham](#)
650-868-9310

Monterey Coast
Fourth Wednesday, 7:00 p.m.
85 Neilson Street, Ste.201, Watsonville
President: [Jim Huxtable](#), 831-246-1057

Santa Clara Valley
Third Thursday, 6:00 p.m.
Feb, Apr, Jun, Aug, Oct, Dec
Roundtable Pizza
1400 W. Campbell Ave, Campbell
President: [Fred Doering](#), 408-685-8078

Silicon Valley
Every Wednesday, 5:30 p.m.
Armadillo Willy's
1031 N. San Antonio Rd.
Los Altos, Ca. 94022
President: [David Guslani](#), 650-333-1351

Tri-Valley
Second Thursday, 6:00 p.m.
(No meetings in July and August)
Dublin Bowl
6750 Regional St.
Dublin
President: [Gordon Gregory](#), 925-992-2212

REGION 11 Florida and Georgia
ipssaffl.com
Todd Starnier, Director
941-915-2135 | tstarnier@tampabay.rr.com

Gold Coast (Ft. Lauderdale area)
Second Tuesday, 6:30 p.m.
Wings Plus
9880 W. Sample Road, Coral Springs, FL
President: Ana Labosky, 954-224-7733
www.ipssagoldcoast.com
President: [Ana Labosky](#)

North Georgia
First Monday, 7:00 p.m.
Please contact chapter president for meeting location and directions.
President: TBD

Osceola (Orlando/Kissimmee)
Second Wednesday, 6:30 p.m.
Fat Boy's Restaurant
2512 13th Street, St. Cloud, FL
President: [Diane Fowler](#), 407-460-6680

Port Charlotte
Fourth Monday, 6:30 p.m.
Buffalo Wings & Rings
1081 W. Price Blvd., North Port, FL
President: [Raymond Kurilavicius](#),
941-743-2010

Sarasota (Sarasota and Manatee Counties)
First Tuesday, 6:30 p.m.
Gecko's Grill & Pub
351 N Cattlemen Rd. North of Fruitville Rd., Sarasota, FL
President: [Marvin McMahan](#), 941-356-7751

Treasure Coast
Fourth Tuesday, 7:00 p.m.
Duffy's Sports Bar
6431 SE Federal Hwy Stuart, FL
President: [Paulette Hester](#),
772-485-5489

REGION 12 Texas North
ipssatexas.com
Casey Gardener, Director
469-835-5674
service@noworriespoolcare.com

Dallas
Fourth Tuesday, 5:30 p.m.
Senor Chachote Cantina & Grill
7602 N Jupiter Rd, Garland
President: [Travis Coleman](#), 214-799-7739

Fort Worth
Third Tuesday, 6:30 p.m.
La Playa Maya Restaurant
1540 N Main Street, Fort Worth
President: [Tina Carmona](#), 817-991-0555

Mid-Cities DFW
First Monday, 6:30 p.m.
Sports Garden DFW
1850 E. Belt Line Rd, Coppell
President: [Stephanie Gardner](#), 469-835-5674

Rockwall
Second Thursday of each month
Dinner 5:30 p.m.; Meeting 6:30 p.m.
Shenaniganz
1290 E. Interstate 30, Rockwall
President: [Elias Duran](#), 512-529-1153

Tarrant County
First Tuesday, 7:00 p.m.
El Chico's Cafe
7621 Baker Blvd., Richland Hills
President: [Dustin Gardner](#), 817-366-8927

Waxahachie
Second Wednesday, 7:00 a.m.
Denny's
408 Westchase Drive, Grand Prairie
President: [Bryan Courville](#), 817-308-9874

ASSOCIATION INFORMATION

Rose Smoot
Executive Director
Phone: 888-360-9505 x2
Fax: 888-368-0432
rose@ipssa.com; info@ipssa.com
PO Box 254645
Sacramento, CA 95865

FINANCE TEAM

Frank McDonald
Finance Director
frank@ipssa.com

Accounting
888-360-9505 x1
accounting@ipssa.com

MEMBERSHIP

Alison Thompson
Membership Assistant
888-360-9505 x1
memberservices@ipssa.com

INSURANCE BILLING

Phone: 844-574-1134
Fax: 888-811-4502
insurance@cramerpcpa.com
PO Box 2934
Rocklin, CA 95677

Associate Members

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Jay Bertschy: jay@ncbrands.com
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Brian Richardson: brian@waterquality.net
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ASSOCIATE MEMBERS

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562-408-6447
Sheila Shaffer:
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Rich Dietz: rich@aquacreations.com
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John Grucky: john.grucky@blakesales.net
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allmont@compassminerals.com
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Bill Campbell:

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714-677-1300

info@ddtechusa.com

D&D Technologies was founded on child safety and we are committed to preventing toddler drownings worldwide. D&D Technologies is the designer and manufacturer of the MagnaLatch® magnetically triggered safety gate latch and TruClose® self-closing, polymer safety gate hinges. D&D Technologies is the recognized leader in safety and hi-performance gate hardware globally providing the broadest range of gate hardware for every application.

Discount Tires/America's Tires

tires.com

480-606-6000

Lori Thomas: Lori.thomas@discounttire.com

Discount Tire Company is an independent tire and wheel retailer. Discount Tire operates in most of the lower 48 states in the United States and is the largest independent tire and wheel retailer in the world.

Freedom Solar Energy

freedomsolarenergy.net

760-806-3733

Kristal Needham: kristal@freedomsolarenergy.net

Solar Pool Heating System Installation and Service. Solar electric, Solar hot water heating, battery integration and security installations

H2O So Clean Pool & Spa Services

h2osoclean.com

858-732-5426

Daniel Schreiber: daniel@h2osoclean.com

Lead Acquisition, Customer Pre-Screening, and Marketing for Pool and Spa Service Companies throughout San Diego County

Horizon Spa & Pool Parts

horizonparts.com

520-295-9750

Bruce Johnson: bruce@horizonparts.com

Wholesale distributor of pool parts, spa parts, business education

iWallet

iwallet.com

866-376-4880

Jim Kolchin: jim@iwallet.com

iWallet is the #1 processing app that's designed to accept all forms of payments in the field. The revolutionary app gives employees the freedom from hardware and ultimately gives customers different payment options.

Jack's Magic

jacksmagic.com

727-536-4500

Nadia Beane: nadia@jacksmagic.com

Jack Beane: jack@jacksmagic.com

Manufacturer of pool stain removal chemicals

Kent Westfall Pool Inspections

442-256-1623

Kent Westfall, Owner/Pool Inspector:

kwproinspections@gmail.com

LaMotte Company

lamotte.com

800-344-3100

Rich DeMoss: rdemoss@lamotte.com

Robin Myers: rmyers@lamotte.com

Manufacturer of water testing products

Microglass, LLC

microglassllc.com

Chris Zigar: admin@oxiumllc.com

941-362-1010

Prolong & Protect The Life Of Plaster, Quartz, & Pebble Finishes

National Plasterers Council

nationalplastererscouncil.com

847-416-7272

mail@npconline.org

Orenda Technologies

orendatech.com

Harold N. Evans: info@orendatech.com

Formulation, manufacture, marketing and sales of specialty chemical water treatment products.

Piranha Pool Product

piranhapoolproducts.com

951-600-1302

Jenel Resh: jr@piranhapoolproducts.com

An industry leader among pool cleaning brands, Piranha's products include leaf nets, poles, and brushes which are available through hundreds of wholesale distributors around the country.

Pool and Hot Tub Alliance/California Pool and Spa Association

cpsa.phta.org

602-619-2129

Susan Kregar: skregar@phta.org

The Pool & Hot Tub Alliance protects and advances the common interests of the industry by providing education, advocacy, standards development, research, and market growth to increase our members' professionalism, knowledge and profitability.

Pool Industry Expo, Inc. (PIE SHOW)

info@poolindustryexpo.com

650-327-7743 (7PIE)

PIE has well earned its reputation over the past 34 years, with more than 130 exhibitors per show and attendance ranging as high as 5 to 6 thousand, many of the attendees and exhibitors from those shows are still showing up in Monterey for their "Education Vacation".

Pool Water Products'

poolwaterproducts.com

James Bledsoe: jbledsoe@poolwater.com

Richard Holtzworth: 949-756-1666

Wholesale distributor of swimming pool and spa chemicals and accessories, equipment and parts, electrical and plumbing supplies

Regal Beloit America Inc. / Century

centuryelectricmotor.com

937-669-6287

Mandy Pressel: mandy.pressel@regalbeloit.com

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tropicalescapes.net

480-789-1435

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US Motors / Nidec

nidec-motor.com

262-692-2001

Jim D'Angelo: jim.d'angelo@nidec-motor.com

Hank Wiseman: hank.wiseman@nidec-motor.com

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

PoolPro

PoolPro is the official magazine of the Independent Pool & Spa Service Association

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20K - 30K gallons



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