



The IPSSAN

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

VOLUME XXXII, NUMBER 11

November 2020

California Capitol Report

Newsom Signs Worker Protection Package

Governor Gavin Newsom signed two bills as part of what he is proclaiming his “worker protection package,” SB-1159 by Senator Jerry Hill (D-San Mateo) and AB-685 by Assembly member Eloise Gómez Reyes (D-San Bernardino).

SB-1159 expands access to workers’ compensation so that first responders, health care workers and people who test positive due to an outbreak at work to get support, including necessary medical care and wage replacement benefits. AB-685 requires timely notification to employees and local and state public health officials of COVID-19 cases at workplaces. This notification mandate that workers take necessary precautions such as seeking testing, getting medical help or complying with quarantine directives.

SB-1159 (Hill) expands access to workers’ compensation by creating a rebuttable pre-



sumption for front line workers, including health care workers, firefighters and peace officers. Creating a presumption removes burdens of access to workers’ compensation for those workers who may have gotten infected at work. Additionally, the bill establishes a rebuttable presumption when there is a workplace outbreak over a 14-day timeframe. SB 1159 includes an urgency clause and goes into effect immediately.

Under AB-685 (Reyes), employers must report an outbreak to local public health officials. Employers must also report known cases to employees who may have been exposed to COVID-19 within one business day. This bill expands Cal/OSHA’s enforcement

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Nov. BORD Member Interview - Michael Harris

For 2020, each monthly IPSSAN will feature a BORD member and why they are so dedicated to IPSSA and association membership.

Michael Harris is the assistant CFO and the chair of the Membership Program Committee.

Region 7 includes Carlsbad, Escondido, North County Coastal, Rancho Del Mar, San Diego, San Diego East County and San Diego Metro.

I started in the pool service industry in 2008 and joined IPSSA in June 2009. As a novice entrepreneur and new sole proprietor, I picked up on conversations at local supplier stores regarding IPSSA. After attending a couple meetings, I saw the benefits of networking with others who are in the same business as me. I recognized the importance of having liability and life insurance coverage to protect my business and family. Most importantly, I realized the benefit as a “single poler”, of having the assurance that if I was injured or sick, I would have a group of guys who are willing to service my accounts while I recover. The support and resources of IPSSA



draw me in and helped me become more successful.

IPSSA has continued to help me stay in tune with changing technology and regulations. Through IPSSA, I have developed relationships with other business owners and representatives of various pool-related industries. It has helped me grow my knowledge in becoming a better professional and honed my

leadership skills.

I serve on the Board of Regional Directors (BORD) because I believe in paying it forward. I aim to support others in becoming entrepreneurs and growing as leaders. Since no pool or customer is the same, if I can help someone solve a problem, avoid mistakes, or talk through challenges to help fix the issue at

Continued on page 2

Associate Management Team

Rose Smoot IOM, CAE - Executive Director

Email: rose@ipssa.com
Duties: requests to and from BORD, associate member relations, governance information and requests for documents, IPSSA sick route oversight, Education Fund guidelines, grievance information, chapter governance tools, IPSSA.com website updates.

Penny Gaumond - Project Resource Specialist

Phone: 888-360-9505, Ext. 2
Email: info@ipssa.com
Duties: trade show materials requests, tabletop material requests, codes for water chemistry test, process orders from chapters for sick route coverage cards, IPSSA merchandise & book order fulfillment, social media posts

Member Services & Finance Team

Frank McDonald - Finance Director

Email: frank@ipssa.com
Oversees day-to-day membership transactions and accounting. Prepares IPSSA financial reports, chapter shares and census report.

Ian Bailey - Accounting

Phone: (888) 360-9505 x1
Email: accounting@ipssa.com
Duties: invoicing members, process payments, processes (financial) tax data, Swim Fund, track members that are water chemistry certified

Shvann Brown - Membership Assistant

Phone: (888) 360-9505 x1
FAX: 888-368-0432
Email: memberservices@ipssa.com
Duties: membership applications, transfers, cancellations, change of address or contact information, auto-pay sign up or one-time payments, chapter rosters and chapter officer updates

IPSSAN Newsletter

Doug S - IPSSAN Editor

Email: editor@ipssa.com
Duties: IPSSAN content, IPSSAN advertisements

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We want to spotlight IPSSA members!

CALL FOR CONTENT: Have you had to use the IPSSA Sick Route benefit? We are looking for members to send us testimonials on how using sick route helped them in their time of need. Please send your story to info@ipssa.com - As a thank you, we will select three members who submitted their story to receive an IPSSA hat. All testimonials must be received by the 25th to be entered into the drawing.

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

Things to do in November

- Focus on yourself
 - Schedule your annual physical
 - Training on the IPSSA website (ipssa.com/resources)
- (See page 8 inside “Resources Corner” for details)

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DO NOT HOLD DATED MATERIAL

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Email: editor@ipssa.com
Website: www.ipssa.com

Executive Editor:
Adam Morley

Managing Editor: Rose Smoot, IOM, CAE

Graphics and Production: Kim McGill

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

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Updates from IPSSA National

By Rose Smoot
Executive Director

You want to be entered into a drawing for IPSSA Merchandise? Sick Route Coverage Testimonial - CALL FOR CONTENT Have you had to use the IPSSA Sick Route benefit? We are looking for members to send us testimonials on how using sick route helped them in their time of need. Please send your story to Info@ipssa.com - As a thank you, we will select three members who submitted their story to receive an IPSSA hat. All testimonials must be received by 11/23 to be entered in the drawing.

Membership Survey – Focus was on membership engagement, sick route, membership requirements, IPSSAN and IPSSA National

The survey was emailed to all regular members and 10% responded to the survey:

- Summary from the responses:
1. Why did you become a member? 50% replied IPSSA Insurance Program
 2. How important is mandatory sick route coverage participation? 39% replied very important
 3. Have you used sick route coverage benefit? 65% replied Never
 4. What do you think of IPSSA meeting requirements to become a member? 71% replied Necessary
 5. Which of the following should be the primary function of your local chapter? 40% replied education provided by suppliers and 40% replied networking

6. Which region are you in? Most respondents didn't know what region they were in or they only knew what chapter they were in.

7. Importance of Water Chemistry Certification? Out of 218, 174 replied Necessary

8. The importance of IPSSA Board of Regional Director function on a scale from five to one. Five being the highest.

a. Set policy and guidelines for regions/chapter. 37% replied with five being the highest

b. Advocate for independent pool professionals. 65% replied with five being the highest

c. Education Funding. 34% replied both five and three rankings

d. Leadership Training. 27% replied with five being highest

e. Marketing and Branding. 65% replied with q being the highest

9. Should the IPSSAN be digital? 56% replied Yes

Leadership Meeting Feb 6, 2021 - Important Information you need to know

Due to the continued restrictions on large gatherings and for the health and safety of our members during the COVID-19 pandemic, we will be holding our Leadership Conference through live stream on the ZOOM platform. You can still come and enjoy the Kona Kai resort in San Diego, but you will be unable to attend the event in person. Chapters who are on the rotation to attend Leadership are still



Rose Smoot

required to attend the meeting. You are required to attend if: Your Chapter did not have a President and Treasurer attend leadership in 2020, if you had a change in Chapter Leadership this year, or if your chapters elect new officers this fall. More details to follow including online registration information in the coming months...

The latest tutorial from IPSSA Online University - Do you know how to ZOOM?

We know there are a lot of areas where Chapter's still cannot meet. IPSSA encourages you to continue your chapter dialogue through ZOOM. It's free, safe for the health of your members and you can still even invite your Associate Member partners to contribute content for chapter education. We know new technology can be intimidating so we created a tutorial to help you get started. <https://vimeo.com/464352658>

VOLUNTEER SPOTLIGHT

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

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

BORD Interview: Michael Harris

Continued from page 1

hand, then it's worth the effort. Also, I strive to grow the IPSSA membership in new and innovative ways by creating additional value through better membership engagement.

I'm passionate about owning and growing my pool business. This affords me the freedom to

spend time with my family, travel, and enjoy the great outdoors. I strive to live my life as an example and as my legacy to help as many people become entrepreneurs and business owners to have the same freedoms to develop and nourish their own passions.

Introducing New IPSSA Merchandise!

IPSSA has some new items to help you grow your chapter and BOOST your meeting experience!

Orders can be billed to your Chapter account or Credit Card, Shipping Costs will vary depending on order size.
To order contact: info@ipssa.com

Are you a member of IPSSA?

We are an association of swimming pool and spa service professionals

Benefits of Joining IPSSA

- *Sick Route Coverage
- Qualified association members step in to cover your route in times of illness or injury
- *Insurance options including: Life, Accidental Medical \$3M Liability including: HazMat, Pollution, and pop-up coverage
- Business Income Loss Coverage
- *Professional certifications and training

Contact IPSSA info@ipssa.com

Benefits of IPSSA Table Top and Supply House Banners!

- 2'x2' Banner Ideal for Supply House Placement—\$18
- 2'x3' Banner for Table Top Recruitment Events—\$25

New Members Coming in?

Pre order books to have on hand for the IPSSA Membership Required certification on Water Chemistry. It makes sense to have them on hand!

- BT1— \$24.95
- BT1 With Workbook \$31.95



New IPSSA Logo Wear— OH YES! These new embroidered hats and shirts are excellent as incentives for meeting attendance and table top event volunteering! Have your Chapter looking GOOD!

Prices for Logo Wear:

- Snap Back Hat: \$23.95 ea.
- Bucket Hat: \$32.95 ea.
- Visor: \$25.95 ea.
- Polo: \$32.95 ea. (S - 2X)

(there will be an additional \$3 added to shirts 3x and larger)



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.

BORD Meeting Nov. 7, 2020 • Virtual

May 2020 BORD meeting minutes published in the IPSSA Member portal

ipssa.com

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.



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Helping commercial aquatic facilities

Pro-Actively Upgrading to variable-speed pool pumps

By Mike Fowler
Pentair

Commercial pools have been hit hard during the pandemic. Many remain entirely closed and others are only operating at limited capacity. In order to help these aquatic facilities survive, pool professionals need to proactively do an aquatic energy audit with facility managers. Since

pool pumps are the greatest consumer of energy in the pump room, they should be the first piece of equipment targeted for evaluation. Upgrading commercial pools with a variable-speed pool pump is a surefire way to reduce energy usage and lower the pool's operating costs.

BENEFITS OF VSPS FOR COMMERCIAL POOLS

An aquatic facility manager

might not fully understand how the pool pump works and why a variable-speed pool pump will immediately reduce the pool's operating costs. It's important to explain how pool pump speeds affect energy usage. Historically, pool pumps with induction motors only operate at one or two speeds and, therefore, tend to draw more energy than is required to circulate pool water. It

takes far less power to simply keep the pool water filtered — a difference single-speed pumps cannot address. Where variable-speed pumps differ is in their ability to be programmed to operate at set speeds to deliver the correct flow rate so they can also be programmed to achieve turnover times of exactly six hours, even if the filter is dirty.

Some VSPs have built-in, constant-flow software, which maximizes the advantages these pumps have to offer, automatically adjusting speed to deliver the required flow rate for each programmed task. For example, as the filter accumulates dirt, the pump will sense resistance in the circulation system and automatically ramp up its speed to continually provide the proper flow rate. This is another selling point that facilities can promote to their patrons — that their new pump room equipment will help ensure cleaner, safer water for bathers. No matter what type of pump is being used, however, slower pump speeds save energy. They also dramatically reduce noise levels as well as wear and tear on the other pool equipment the water flows through. Therefore, VSPs enable an aquatic facility to reduce energy consumption and lower both the immediate as well as long-term operating costs.

ELIMINATE STICKER SHOCK

Even with the advantages above, some facility operators find the cost of a VSP hard to justify. But before ruling one out, the price of a new pump should be compared to the expense of doing nothing. Knowing the potential savings that will come from upgrading equipment is the first step in renovating an aquatic facility pump room. When an aquatic facility sees on paper that they can save from \$300 to \$1,000 a year in electricity costs, or in some cases potentially more, it becomes much easier to decide there is a need to upgrade pump room equipment. For example, an aquatic facility using a single-speed pump may have operational costs up to \$900 per year. After five years, the facility will have spent \$4,500 to operate the pump. Comparable operational costs for a facility with a well-designed circulation system that uses a VSP, however, may be as little as \$200 per year. During the same five-year period, it will cost the facility less than a quarter of the amount it would have spent using a single-speed pump. Cost savings will continue to multiply the longer the VSP is used (costs and savings will vary by region).

The initial cost of a VSP can typically be recouped during the second year of operation. Plus, with the substantial energy-use rebates that some local power companies offer, in conjunction with the savings in daily operational expenses, some end-users are getting back approximately 50% of the pump's cost in less than a year. Online cost calculators are available for use by pool professionals to calculate the cost of electricity for any one particular piece of pump room equipment. Pumps are a great place to start because they are big elec-



Mike Fowler

tricity users. The calculator will start ask questions about the aquatic facility — so be ready to know how many gallons of water are in the pool and the turnover time of the pump. Calculators will also need to know if there is a minimum required flow rate, the number of days the facility is open per year and how long per day the facility is open and equipment runs. Be sure to have an electric bill handy to enter the cost per kWh of electricity and the horsepower of the existing pump. Calculators will even take into consideration the suction and return pipe size and the estimated flow rate. By entering this information into these cost calculators, pool pros can quickly identify the power demand and energy use per day and more importantly, the cost by year. Comparing the figures of current equipment to the electricity usage figures of a new, energy efficient pump will put the savings figures in black and white.

GET AHEAD OF THE GAME

With commercial pools closed, now is the time to reach out to aquatic facility managers and seize the opportunity to do a pool pump room energy audit. Remember, not only will the facility reduce its energy consumption to save costs, it will also likely receive sizable rebates from local utility companies for using energy-saving technology in the pool's circulation system. Be sure to consult the local utility company to support your VSP upgrade proposal. With over 322,000 commercial aquatic facilities in the U.S., pumping 70 billion gallons of water, utilities are looking at commercial aquatic pump rooms as an area where they can get quick reductions in power demand. The DOE regulation effects all single-phase pumps from 1 to 3 horsepower, so if a commercial facility has one of these, and the pump goes down, it will have to be replaced with a variable-speed pump. Plus, although the new DOE legislation on pool pumps doesn't directly apply to commercial aquatic facilities, because of the legislation, many manufacturers are already phasing out single-speed pumps. As a result, replacement parts are going to be difficult to find or not available. This is another fact to point out to facility managers. By proactively replacing their single-speed pool pump to a variable-speed pool pump, their energy bills will immediately drop and they will be ready for a successful aquatic season when their pool reopens.

MAKE THE FUTURE BRIGHT

Facility managers can promote these upgrades as a way to

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Women as Pool Professionals

Once a quarter, we intend to feature a woman in the pool profession to learn about her experiences, challenges, and career motivations.

Did you know that IPSSA has a membership of 2,700 and, of that number, women make up 3.4%? Women are clearly a minority in the industry. Does that mean there are not very many women in the profession or is it that they just haven't joined IPSSA?



Paulette Hester

My first candidate for being interviewed is Paulette Hester of the Treasure Coast Chapter in Region 11 (Florida). Paulette serves as the President of her chapter. Paulette and I met virtually to discuss why she wanted to work and own a business in the pool industry.

As a single parent of three little girls, Paulette began looking for a job that gave her the flexibility to be home for her girls and to make a living that would support them. She had a friend work-

ing at a reputable pool company that serviced and repaired pools, who encouraged her to apply for a job with that company. Successfully getting hired, it

quickly became clear that this was going to be her career. The job permitted her to make her own hours and the pool industry was the perfect fit. While employed there, she studied and received her CPO designation and learned how to do repair work.

Paulette quickly learned that she could start up her own business. In 2004, she did just that, naming her company Pools by The Sea.

I asked Paulette if she thought she was perceived differently than her male counterparts. A common assumption by many is that a woman pool professional would not be regarded as highly as her male counterparts. However, Paulette believes her gender makes her more competitive. Women that are hiring a

professional are very interested in hiring a woman business owner who knows her way around the pool and find working with a woman to be less intimidating. Likewise, men find it easy to talk to her about the work that needs to be done and, when some are skeptical about Paulette's ability, she can quickly respond about the requirements of the job or repairs and about her ability to deal with all work around pool equipment.

Being aware of her competition, Paulette knows that she is paid the same as the men in her industry. Periodically, she will do a market analysis to ensure her fees are comparable to what the market will bear. She feels confident knowing that the prices she charges are no different for her male counterparts doing the same work.

of the trade and keeps her knowledge current, and she provides reasonably priced services. She has grown her business using those principles. She has found that her most effective marketing tool is word-of-mouth from her clients. Paulette knows that if she delivers the products/services as promised, she will maintain customer satisfaction and get referrals.

A highlight for Paulette is the satisfaction she gets from re-balancing a new customer's green pool. She feels she is intuitive when it comes to equipment. She can listen to the pool equipment and will know by the sound that something is not right.

I asked Paulette what advice she would have to those in the business. Her response was: "It is all about balance. Money is not everything. Be a likeable person and maintain a good working relationship with your customers."

Paulette has built her business on three key principles: she shows up when she says she will, she is knowledgeable of the tools



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Upgrading to variable-speed pumps

Continued from page 4

continue to engage their patrons. While explaining new safety protocols, aquatic facilities can also inform patrons of their pump room upgrades. Not only will an upgrade to a variable speed pump lower the pool's energy consumption, it will also help keep the pool water cleaner and safer. By pro-actively helping commercial aquatic facilities be prepared to re-open their doors by upgrading their equipment and lowering their future operating costs, aquatic facilities might be able to

envision a brighter future for their facility.

About the author:

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

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arrow insurance service

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STAY CONNECTED



On the Lighter Side

“Off the Deep End” – Pool Bob’s Hydro-Eclectic Musings

Ideas for making your December meeting a festive occasion

By Robert Blade

“Catch of the day” – Estimate.

Fill a large skimmer basket with bags of snack size Christmas candies for chapter members to estimate how many. The closest count wins the basket and gets to share.

“Talking Stockings” – Identify, by touch, the pool parts in small Christmas gift stockings (sealed). Details count.

Timer trip: on or off, new style or old style; gauge ¼” or 1/8” thread, PSI or vacuum; test solution brand, reagent number; quick clip: color, double pin; PVC fitting: size, schedule; bolt: size, thread, material. The most points (attention to every detail) wins \$50.

Make how to play and design your score sheet:

Feel the pool stuff inside each of the (7) stockings first. Write down what the stocking stuff is inside each stocking by the respective number. You have 5 minutes to feel and write answers. Answers should be as exact and specific as possible. There may be more than one point for each item description. Details may matter when scored: quantity, make, model, size, type, material, etc. The pool professional with the most complete answers Wins all items and/or consider a small monetary reward! Tied winners may share reward (or have another competition.) In all fairness, do not share

your answers with those who have not yet tried. Others will score your answers in the end. Simple score sheet:

Name _____
 1. _____
 2. _____
 3. _____
 4. _____
 5. _____
 6. _____
 7. _____

“Don’t forget” – Remember the IPSSA and pool objects under the towel.

On a pool sign, sticky tape in place about a dozen IPSSA and pool objects (IPSSA pen, carabineer, IPSSAN, close gate bumper sticker, truck keys, TDS meter, test solution...) and cover with a towel. Uncover for 30 seconds then have member write down what was there. Win \$50

Chlorine Carols:

“Jingle Bells” – original, sing a long

“12 Pool Tools of Christmas” – 12 volunteers with bags of pool tools to sing a long

(On the first day of Christmas the chapter gave to me...)

1. Cartridge and of Pair Tees – partridge in a pear tree

(6’ small cartridge and (2) 1” tees tied together is simplest)

2. Two Rubber Gloves – turtle doves

(Wells Lamont are best – blue PVC gloves, suitable for handling pool chemicals)

3. Three French Pens – French hens

(Sharpie fine point permanent marking pens; manufacturer has French ancestors) (used to mark gauge psi, timers, valves, flow arrows and other pump house graffiti)

4. Four Calling Cards – calling birds

(four business cards from the manufacturer’s representatives, preferably in attendance)

5. Five O – Rings – golden rings

(O-rings – any kind)

6. Six Greasy Playthings – geese a laying

(1 oz. silicone Magic Lube II)

7. Seven Swans a Swimming – swimming

(swan 3” tablet floater and 6 rubber ducks stringed together)

8. Eight Braids for Silking (hardest to make) – maids a milking

(“impeller picks” made from (2) 12” #14 THHN solid wire, folded in half then twisted together / not really braided, with the four ends stripped about 1” from the end then “hook bent” outward with wire ends cut long and sharp. Use red and green or red and white colored wire. Corn “silk” is a lot like the “hair balls” that get stuck in the impeller.)

9. Nine Candy Canes – ladies dancing

(“siphon sticks” for rainy season draining of the top few inches of water, “unattended”; dry assemble a ¾” PVC 90 fitting with a 7-8” riser pipe and ¾” street by ¾” MHT PVC garden hose adapter, spiral wrap with red

electrical tape; adjust height by tilting, cutting or add a coupling)

10. Ten Cords for Keeping – lords a leaping

(bungee cords for keeping vacuum hoses, poles in truck, etc.)

11. Eleven Pipers Pipe Things – pipers piping

(rolls of Teflon tape)

12. Twelve Plumbers Plumb – drummers drumming

(“fill tee” on end of garden hose to keep it from flopping about – dry assemble a ¾” PVC tee with a ¾” street by ¾” FHT PVC hose adapter)

Place items in numbered and sized bags (brown paper or fancy) for volunteers to hold in order, open on cue during sing a long and share extras.

Get / make (12) each of items 3, 6, 7 (duckys only), 8, 9, 10, 11, 12 for volunteers to share.

Closing sing alongs:

Silver Bells – maybe request Salvation Army donations

White Christmas – The world’s most popular song for decades, composed “pool side” by Irving Berlin in 1941.

Auld Lang Syne – for old times’ sake.

Another idea for meeting closing:

A reading of ‘Twas the night before Christmas –by the senior or junior chapter member.

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“Oh, boy. What a dream!” I gasped. “It was really weird, honey. I dreamed, I was at the Fleishhacker pool and the manager wanted an estimate for service, the health inspector was there too and I was trying to add up how long it would take to clean and how much it would cost. Thousands of people were standing in line, shivering in their bathing suits, waiting to get in, but the pool was cold and dark green. Then, I was up on the platform checking the high dive board when it broke. I started falling into the pool. What a

Continued on page 18

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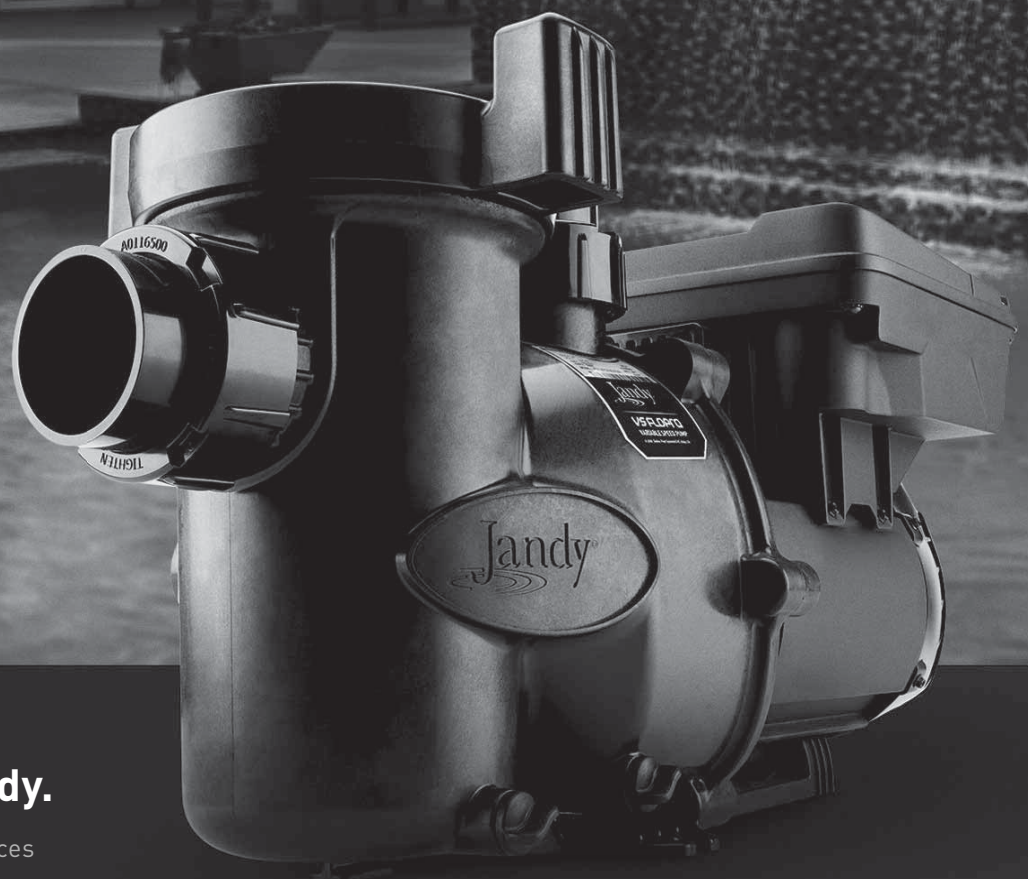
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Thank You

By Geoff Matthews

I would like to give a heartfelt thank you to the leadership of IPSSA for the warm welcoming that Health Coverage 365 has received. And a special thank you to the chapter presidents for giving me time to introduce myself, whether it be through a conference call, a zoom meeting or in person.

I am humbled as to the number of members that have contacted us and now have health insurance that was previously unaffordable or are now saving on their health insurance premiums. THANK YOU!

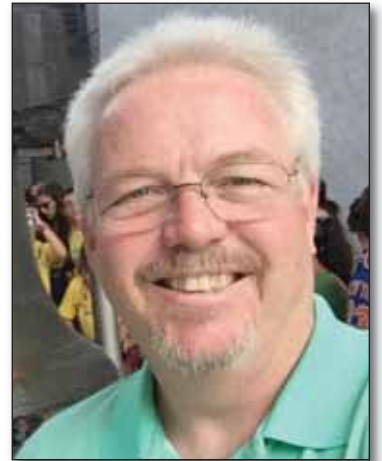
As the summer winds down, this is the time of year when you can finally slow down and take a breath. That was certainly true



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for Johana and I. It was also the time of year when we reviewed and evaluated the current year and began to make plans, goals and figure out what changes needed to be made for the coming year.

Health insurance, like other insurance can be mindboggling, confusing and stressful to think about. And if you are anything like me, I didn't want to think about it and when I did, it became overwhelming. But then when I needed it, I really wish that I had given it more thought and understood my coverages/policy.



Geoff Matthews

We have IPSSA logo gear available. Call IPSSA at 888-360-9505 ext. 1 to order!

Resource Corner

Check out the training on the IPSSA website (ipssa.com/resources)!

These are "must do's" for today's business and professional environment:

IOU training:

- How-to Zoom Tutorial
- Member Portal Tutorial
- Water Chemistry Certification Tutorial

Certified Pool/Spa Operator (CPO) Certification Program training:

- A link to the National Swimming Pool Foundation website takes you to the training



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Radical professionalization of new pool/spa employees is PSATC's game – with IPSSA nod for early claim to fame

If you ever want to get an easier “Yes” answer from someone, as you all likely know, simply ask, “Hey, you wanna go jump in my pool?” and peeling off clothes to don swimsuits can be almost immediate. Plans take shape for epic cannonballs, or impressive dives into the deep end of the pool. Similarly, an offer to “go chill in the spa” is rarely met with a “no”. That’s very simply because people like their pools and spas, and some, dare we say, have a passion or even obsession with their water oasis. Those are our people.

Likewise, most folks really like the people who service their pools and spas. Some -- and please don't blush or beat your chests -- even love them.

We are the newly formed Pool and Spa Apprenticeship and Training Committee (PSATC), and our goal is to help those people you bring into this profession to be appropriately loved when possible, but always universally respected. To do that we have crafted a coordinated and focused education and apprenticeship training program that will make your newcomers out-of-the-gate successes in their particular pool and spa service skill area. Indeed, the people who opt to sign up for our hands-on training and carefully developed curriculum (thank you San Joaquin County Office of Education) will be on an early track to master their craft.

The real-world business result is that pool and spa owners looking to “Find a pool service professional” -- which is the first click-on item from the IPSSA website -- will not just stumble on a run-of-the-mill operator, but on a proven and proud professional who meets our industry version of the Good Housekeeping Seal. We are starting in California where PSATC was formed and aim to expand from there.

Surveys of employees taking a new job often show two of the key things they want beyond money and benefits are training and education. They want to know they will be exposed to smart and caring people who will guide, train and motivate them toward aspiring goals. They want folks who will help them succeed in the short-term and excel over a career if that is a course they choose (and we will be there to support and encourage the wisdom of that thinking).

It's a value proposition we provide them with, that confirms that they have the respect of the boss, and that they are worthy of the time and investment to ensure that they are properly trained. They also want to be exposed to real-life training with pros that will help them, (like skilled and caring mentors can do) excel early, often, and over a career.

This is the kind of investment that builds not only a quality employee, but a quality team and

sustained business excellence and respect by reputation. It is critical to the goal of aligning workforce development, retention of trained and motivated people, and esteem management of employees such that they are fused to IPSSA-like standards of professionalism that are fundamental to every service interaction.

We at PSATC know that you all have seen many “first-ers” in your careers. However, we believe, with confidence and the benefit of leadership from long-time industry stalwarts, that this is a “first-ever” like no other. That’s because it is a carefully envisioned, California Division of Apprenticeship and Standards-approved, multi-platform program -- with full sanction as a California LEA that is key to confirming our top tier standing as an

educational entity with tax-deductible status.

No doubt, our goals are robust and aggressive, but knowing that they are aligned nicely with the IPSSA framework for business and economic success, gives us confidence that we are part of a steady, yet forward-thinking, hand of industry leadership marked with a track record that is impressive by any standard.

To learn more about PSATC, log on to our webinar on December 1. And stay tuned for the launch of our website and more news of our PSATC evolution alongside our IPSSA partners.

David Hawes is the Chairman of PSATC, Region 1 Director and Chief Financial Officer of IPSSA, and the President and CEO of H & H Pool Services, Inc.

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WILDFIRES AND SWIMMING POOLS

By Orenda Technologies

Once again, wildfires rage with devastating fury. To say they are a disruption would be an understatement. We sincerely hope your homes and communities are safe. But even if you are not in eyesight of the flames or smoke, there is a good chance swimming pools will be affected in the region. A good rule of

thumb is if you can smell it, it is impacting your swimming pool. Debris can travel many miles, and smoke can travel hundreds of miles. Even if a home is not

touched by the flames, there is likely to be a recovery and clean-up process once the flames are finally snuffed out.

We at Orenda have been



Related: [Phosphate Removal \(Pillar 3\)](https://blog.orendatech.com/phosphate-removal-pillar-3)
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receiving an abnormally large amount of calls, emails and Facebook messages asking questions about how to recover their pools after the wildfires. So, to better understand this, let's start with the facts. We at Orenda have been receiving an abnormally large amount of calls, emails and Facebook messages asking questions about how to recover their pools after the wildfires. So, to better understand this, let's start with the facts.

Ash and debris need to be cleaned out

Ash, soot and other debris that is created from the wildfires can go airborne and travel in the wind. If it gets in your pool, this debris either needs to be filtered or vacuumed out of the pool. There are no shortcuts to this, as physically cleaning the pool will be the best way to get large particles out of the water. Furthermore, fire debris can contain organic carbon, phosphorus, and nitrogen. These can potentially create a phosphate and a nitrate problem for your pools. The ash will also tend to be more alkaline, which can cause the pH of the water to increase. This debris is great for gardening, but not for our pools.

Filtering and vacuuming the pool will dramatically improve any chemical treatment you follow it up with. Again, we strongly advise against any shortcuts to actually cleaning the pool. We also suggest cleaning the deck around the pool, perhaps with a garden hose to clear debris off the deck that may otherwise find its way into the pool after you leave.

Flame retardants can contain phosphates and sulfates

According to some sources we found online, the flame retardants that are commonly used to fight wildfires can be comprised of up to 10% fertilizer (like ammonia phosphate and sulfate ions). The mixture is dropped on the fires from planes and helicopters and creates a sticky solution that is designed to help "smother" the flame until it can be better controlled. These retardants can also travel in the wind and could potentially get in your pool...but probably only if you're relatively close to the blaze.


Perhaps you're fortunate enough to not be in the line of fire, and you're far enough to be safe from the wildfires. You're probably already aware that having a pool in the backyard means your water is fair game for firefighting helicopters. Consider that the vessels these helicopters tow are constantly flying over the worst of the wildfires. Ash, smoke, and whatever else is rising from the flames can be on the vessel that dips in your pool to capture water. Sure, there are enough pools in Southern California that yours is not likely to be drawn from. But if not, there's a good chance that helicopter's water vessel shared some ash and debris with your water.

Smoke and ash travel

Unlike the flame retardant, the smoke and airborne particles can travel a long way from where the fire is being contained. It is

Continued on page 11

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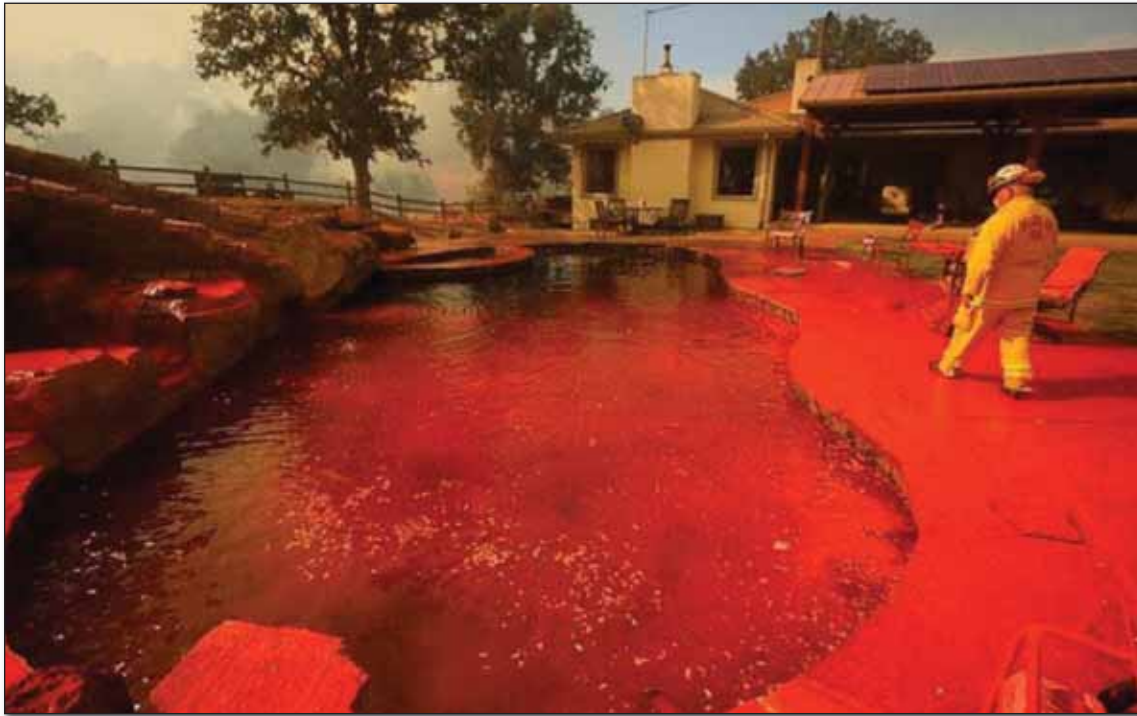


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Wildfires and Swimming Pools

Continued from page 10



Fire retardants dropped from helicopters are loaded with phosphates. If your pool looks like this draining and refilling is probably the best option. (Image Credit: AP / Kent Porter)

not uncommon for this smoke to travel hundreds of miles—and depending on how high it rises; it can be thousands of miles. So, if you're in the general vicinity of a wildfire it would be safe to assume your pool is being affected in some way. Just because you're not in the direct line of danger does not mean your pool is not being affected. In the case of an otherwise clean looking pool, we suggest testing water for phosphates and nitrates anyway. These things may go unseen but can impact your pool chemistry. We suggest you err to the side of caution and test your water for these micronutrients.

Wildfires will continue

As wildfires seem to be a

more common occurrence and the winds are blowing, this reality is something that has to be managed. You can expect these wildfires to happen year after year. All the ash and debris that settles in our pools create a perfect environment for chemical inefficiencies and stress on equipment. As you know from reading the Orenda Blog, phosphates and nitrates can create massive chlorine demand and inefficiencies. Wildfires can drop an all-you-can-eat buffet of micronutrients in a pool, so be prepared.

All that being said, along with proper circulation and filtration, some Orenda products can aid in the cleanup process. Our

CV- 600 Enzyme Water Cleaner will help speed up the cleanup process by managing the non-living organics falling into the pool. Our PR- 10,000 Phosphate Remover Concentrate can handle the baggage of the excess phosphorus finding its way to the water. If you still have particles that you need help cleaning up, you can try CE- Clarifier too. But nothing will replace physically cleaning the pool and filters.

Good luck out there, and if the blaze is headed your way, don't wait...be safe and evacuate.

All information provided is intended for educational purposes and is not implied to replace consultation with a qualified pool

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professional. It is recommended that all information from this or any other source is to be performed assuming individuals performing these functions will consult local state and federal requirements before you act upon it in any way. While this site attempts to provide information

that may be relevant to you, no guarantees are made that some relevant information will not be missed. We recommend you consult a local pool professional before acting.

From Orenda website: <https://blog.orendatech.com/wildfires-and-swimming-pools>

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- ❖ Agree to and participate in sick route coverage pursuant to your chapter's Standing Rules.
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All IPSSA members are encouraged to maintain current business and professional licenses required in their geographic locations.

No chapter in your area? In states where we already have chapters established, it only takes ten people to start a new chapter. Please contact the regional director for information and assistance.

How do I apply for membership?
Contact the chapter nearest your route for specific information on its requirements. This may include a written test or oral interview. Membership applications are only available through the chapter. Visit ipssa.com to find the chapter nearest you.

What is the cost of joining IPSSA?
Chapter dues and national dues. Chapter dues vary. But what is a few dollars a month, the price of two Chocolate Mochas. In the long run, having someone to help you when you are sick, can save you thousands.

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Now Is a Great Time to Update Your Business Plan – Here’s How

By Alan E. Sanderfoot

It’s as common as finding improperly balanced pool water.

I’m talking about pool service entrepreneurs who are so busy working in their business that they don’t have the time to work on their business. For these time-crunched professionals, there’s truth in that old trope about working smarter, not harder. One of the best ways to do that is to have a well-conceived business plan.

You might have written a business plan if you needed a loan to start your pool service operation. However, many service companies start with a pickup truck and some basic pool cleaning equipment they bought using a credit card. So, even though a good business plan guides you through each stage of starting and managing your business, it’s important to update your plan annually so you have a current roadmap for how to structure, run, and grow your pool service enterprise.

If you’ve never created a business plan, a good place to start is the U.S. Small Business Association (SBA), which offers a guide for writing your plan. Whereas you’ll need to create a traditional, detailed plan if you’re working with lenders and investors, you can still benefit greatly from doing a lean version, which takes a high-level focus and is faster to write. The SBA offers online examples of both types of plans.

The lean version is ideal for

small businesses that want to maximize their ROI while working with a plan that’s easy to update and refine as time goes by.

One popular lean business plan format is the Business Model Canvas, for which you can find various templates and web-based software applications online. The method comes from the bestselling management book Business Model Generation and is designed to make it easy to test out different business models. It focuses on nine building blocks of any enterprise, including:

- Customer segments — the people and organizations for which you’re creating value, such as high-end residential pool owners, community pools, recreational aquatic facilities, etc.

- Value propositions — the bundles of products and services you provide each customer segment, as well as the needs you’re satisfying and the problems you’re solving.

- Channels — the touchpoints through which you’re interacting with customers and delivering value.

- Customer relationships — the customer experience from start to finish, including an evaluation of how successful these relationships are.

- Revenue streams — how your company intends to make money, such as one-time service calls, ongoing service agreements, in-store and online sales, etc.

- Key resources — the infra-

structure and assets needed to run your business, from professionally trained service technicians and fleet vehicles to pool service equipment and commercial property.

- Key activities — what you need to be doing to perform well and to operate at peak efficiency, from professional development training and marketing to employing mobile technology to manage routes and communicate with customers.

- Key partners — who can help you succeed. Examples include: suppliers, manufacturers, and trade associations, such as the Pool & Hot Tub Alliance. The PHTA offers numerous resources, including technical training, YEARBOOK (which presents timely industry research and identifies growth opportuni-

ties), and the Economic Impact Report (which gives a snapshot of the past year to help guide future business decisions).

- Cost structure — the cost of all aspects of your business

model and helps you prioritize spending for maximum ROI.

A brief online video explains how these building blocks are used to organize and implement activities for business growth.

Remember, however, that a business plan is only as good as the effort you put into it and your ability to work the plan each day to make sure you stay on course to reach your goals.

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



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

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MichelleKeane@hasapool.com

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

Northern California

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

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

Texas

David Gilbreath (No. TX/OK)
972-482-2439
DGilbreath@hasapool.com

Erin Young (Greater Houston)
469-992-1664
ErinYoung@hasapool.com

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

Arizona

Karen Snay (AZ/NM/EI Paso)
520-709-3287
KarenSnay@hasapool.com

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

California Capitol Report

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authority to close a worksite due to a COVID-19 hazard and reducing the timeframe for COVID-19 citations. AB-685 will take effect January 1, 2021.

A business coalition, led by the California Chamber of Commerce, opposed AB 685 until the very end, requesting that Governor Newsom veto the legislation. Moving forward, the coalition is seeking to propose legislation to clean-up the vague standards and liability provided by AB-685.

Governor Newsom enacted other components of his proclaimed "worker protection package" in September. He signed AB-1867, which immediately ensured access to paid sick leave for every California employee, closing gaps in federal and state law.

Local Pool Maintenance Regulation

On September 14, the City of Alhambra (the City) adopted, as part of their consent agenda, an ordinance to the City's municipal code on pool maintenance regulations. The ordinance to be added to the city code establishes standards for the owner of a pool to maintain continuously. Those standards require pool owners at all times to either maintain a pool that is filtered and treated so the water remains clear and circulating, or fully drained and kept dry.

To enforce these pool maintenance standards, the ordinance provided administrative authority to the City Manager to inspect and assess abatement actions, citations, and penalties. Violation of these pool maintenance standards can result in fines ranging from \$100 to \$500 depending on the number of citations issued.

This is a result of the San Gabriel Valley Council of Governments (SGVCOG) encouraging its member cities to adopt a swimming pool maintenance ordinance to prevent stagnant sources of water from becoming breeding grounds for mosquitoes in unmaintained swimming pools. Adoption of this ordinance provides formal procedures and an easier collaboration with the San Gabriel Valley Mosquito and Vector Control District (SGVMVCD) in the investigation, identification and abatement of mosquito breeding in unmaintained pools to prevent the potential spread of mosquito-borne illnesses to humans such as the West Nile Virus.

Member agencies of SGVCOG include the cities of Alhambra, Arcadia, Azusa, Baldwin Park, Bradbury, Claremont, Covina, Diamond Bar, Duarte, El Monte, Glendora, Industry, Irwindale, La Cañada Flintridge, La Puente, La Verne, Monrovia, Montebello, Monterey Park, Pomona, Rosemead, San Dimas, San Gabriel, San Marino, Sierra Madre, South El Monte, South Pasadena, Temple City, Walnut, and West Covina. The member agencies also include Los Angeles County Districts 1, 4

and 5, San Gabriel Valley Municipal Water District, Three Valleys Municipal Water District, and Upper San Gabriel Valley Municipal Water District.

CPSA/PHTA File De-Carb Comments

PHTA and CPSA joined their decarbonization coalitions this year to combat overreaching efforts by local and state governments to ban the use of natural gas in homes across the United States. The combined coalition is comprised of business leaders within the pool and hot tub industry, in addition to PHTA and CPSA working with national and California associations to ensure that natural gas remains an option for Americans to utilize within their homes.

Most recently, PHTA and CPSA submitted two joint public comments of concern to the California Energy Commission (CEC) regarding (1) Senate Bill 100 Joint Agency Report: Charting a path to a 100% clean energy future and (2) Assembly Bill 3232 Assessment on Building Decarbonization. Both pieces of legislation passed during the 2017-18 California legislative session.

SB-100 established that eligible renewable energy resources and zero-carbon resources supply 100 percent of all retail sales to California end-use consumers by December 31, 2045 and required a joint agency report to evaluate the policy. This legislation set the policy for the state and, as a result, a number of state agencies such as the Energy Commission, Public Utilities Commission and the Building Standards Commission have instituted official proceedings designed to develop a path forward to the state to achieve this ambitious goal and take testimony from interested groups who will be effected by such a change.

As you might imagine, every environmental group you can think of and all the businesses marketing geothermal, solar, wind, offshore wind and hydrogen energy alternatives are in support of this policy. Climate change is a multi-billion-dollar business. The large gas companies and smaller municipal gas companies are obviously opposed to all renewable electrical system but joining them are organizations like the California Building Industry Association, California Association of Realtors, California Restaurant Association, California Business Properties Association, Building Owners and Managers Association, International Council of Shopping Centers, NAIOP of California, the Commercial Real Estate Development Association, California Apartment Association.

AB-3232 requires the CEC to develop a plan to ensure that all new residential and nonresidential buildings be zero-emission buildings and a strategy to achieve a 50% reduction in greenhouse gas (GHG) emissions

generated by the state's residential and nonresidential building stock by 2030. CPSA/PHTA comments recently submitted to the CEC are intended to address the Section 5 requirement to assess the potential impacts of emission reduction strategies on ratepayers, construction costs, and grid reliability.

CPSA/PHTA are working in concert with the associations opposing this policy, not just an all-renewable electric energy system, but building de-carbonization as well due to the potential

impact of the swimming pool and spa industry in California.

Currently, there are no practical alternatives to heating commercial swimming pools and in-ground spas. Our builder members construct both commercial and residential recreational facilities that use natural gas as decorative features as well as to fuel cooking appliances and space heating outdoors. Bottom line is that the state can reduce greenhouse gases and still use natural gas as an energy source.

Only 7% of greenhouse gases

come for residential buildings and only 4% of greenhouse gases are the result of natural gas use from residential and commercial swimming pools and spas. In addition, natural gas can be mixed with hydrogen to reduce carbon emissions and renewal gas from landfills and agricultural sites are another source of renewable energy.

SoCalGas Increases Rebates on Pool Equipment

For a limited time only, SoCalGas is offering an extra

Continued on page 18

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Rob Kerstner | rkerstner@lesl.com | 858-295-9847

SOUTH FLORIDA

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Instructors receive comprehensive training and certification to teach the CPO® certification program. These instructors represent every segment in the aquatics industry including operators, health officials, service professionals, builders, manufacturers, property managers, retailers, and academicians. This training has helped protect millions of swimmers by reducing hazards at aquatic facilities.

Course Information

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

one day of the Pool Operator Fusion™ class of instruction.

The CPO® certification program includes pool and spa chemistry, testing, treatment, filtration, maintenance, automatic feeding equipment, and government requirements.

The CPO® certification program requires an open book written examination.

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agement and risk reduction
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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 one dollar (\$1.00) for each whole good that a member purchases throughout the year. The listing of qualifying whole goods is the same as listed in the Pentair's PIP Program, for example, pumps, filters, heaters, heat pumps, cleaners, automation systems, IntelliChlor

and colored lights.

For IPSSA to receive payment each member must register individually on the Pentair IPSSA Incentive Program Registration Form (hyperlink for form) click here and also available on the IPSSA member portal site. This will allow Pentair to monitor and collect electronically from participating distributors purchase details, or direct from the member purchases for the rebate accumulation.

If a member does not register, their purchases will not qualify and

cannot be added later.

The Pentair Incentive Program dates reflect purchases made from October 1, 2020 through September 30, 2021.

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 and speak with their program coordinator.

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

Policy on IPSSA mailing list

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

* IPSSA Education Fund *

The IPSSA Board of Regional Directors unanimously approved the new guidelines for the IPSSA Education (formally Scholarship) Fund, February 7, 2020.

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

Guidelines

The IPSSA Education Committee is charged with identifying educational opportunities in all facets of the swimming pool and spa service and repair industry.

Individual and Class Scholarships through the IPSSA Education Fund are available to all self-employed pool professionals in Arizona, California, Florida, Georgia, Nevada, and Texas

Funding is provided to applicants who have completed qualified classes.

In accordance with these guidelines, the following classes qualify (not exclusive):

- Industry Trade Show education offerings
- Certified Pool Operator (CPO)
- Aquatics Facility Operator (AFO)
- Contractor license schools
- Manufacturer-sponsored courses
- College-level courses in: Bookkeeping, accounting, computers, and chemistry
- Trade-school courses in: Plumbing, electrical and mechanical

Based upon the determination of the Committee, other courses may qualify for funding.

Individuals that received a discount on classes sponsored by IPSSA are not eligible for reimbursement.

Applicants may apply two times a per calendar year, up to \$200 per class instruction for individuals. Maximum two submittals per calendar year.

Class instructors may apply two times per calendar year, up to \$200 per student with a maximum of \$4,000. Maximum two submittals per calendar year.

Eligible individuals may to download the application from ipssa.com or email info@ipssa.com. Applications are reviewed quarterly by the Education Committee.

For questions about the program, please inquire at info@ipssa.com or call 888-360-9505 xt. 2.

Mission Statement:

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

For more information, please visit [www.ipssa.com/resources/IPSSA education fund](http://www.ipssa.com/resources/IPSSA%20education%20fund). There you will find details and application.

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California Capitol Report

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50% rebate on top of standard rebate amounts to customers who purchase and install eligible pool equipment! The additional rebate will be automatically applied to qualifying applications for purchases made between 9/1/2020 and 12/31/2020.

Pool heaters must have a thermal efficiency (TE) of at least 84% in order to receive a rebate.

Commercial Pools

- Pool heaters: \$3/MBtu
- Pool covers with an R-value of .5 or more and minimum five-year warranty: \$1.50/sq ft

For full rebate application sup-

port or additional information, contact Irene Nguyen at (714) 634-5078 or inguyen@socalgas.com.

Residential Pools

- Pool heaters (84%-89% TE): \$450

- Pool heaters (90%+ TE): \$1,125

For heaters up to 500,000 Btu. New heaters must replace an existing natural gas pool heater. Apply online here.

Multifamily Pools

- Pool heaters: \$5/MBtu
- New heaters must replace an existing natural gas pool heater.

For full rebate application

support or additional information, contact Leslie Diaz-Villavicencio at (562) 803-7469 or LDiazVil@socalgas.com.

Rebate amounts stated above include the standard rebate amount and the extra 50% rebate. Manufacturer name, model number, and serial number are required. Applicants must have an active SoCalGas account and pools heated by natural gas. Rebates may be released to customers or contractors on behalf of their customers. Applications and additional program details can be found at www.socalgas.com/rebates.

On the Lighter Side

Continued from page 6

nightmare! Dear, what do you think my dream means?"

"I think you ate too much Kung Fu Chicken and Garlic Duck at that restaurant in Chinatown. And did you have to eat 25 fortune cookies? Look, its three o'clock in the morning. Go drink some warm milk or something, count sheep and then go to sleep already," my sweet precious said.

Our family had spent the day at the San Francisco Zoo looking at lions, tigers and bears, but it was that big old swimming pool buried under the Zoo's

parking lot that continued to haunt my slumber. The Fleishhacker Pool was opened in 1925 and was definitely the largest outdoor municipal pool in the USA in its day. 6 million gallons of Pacific Ocean salt water filled the 150' wide by 1000' long colossal pool. Even the Queen Mary could float in it.

The pool had a 50' square diving area that was 16' deep. 60,000 people came to the Fleishhacker pool the first two months it was open. Gold medal Olympic champion Johnny Weissmuller (Tarzan) swam there and Ann Curtis set world swimming records in the great pool. The pool was so enormous that some of the 24 lifeguards would patrol the pool with rowboats (a pool rule still in the California state pool code book.) It was a monstrosity.

"Just think, my love, if we had a pool like that on service we could make a tons of money. Imagine all the chlorine sales, repair parts, and endless filter cleanings. We could have just one pool on service and sell all the rest to the route broker. On second thought, maybe everyone in the IPPSA Chapter would probably kick me out if I had to call in for sick route coverage. But, no matter, I bet I could take care of it myself anyway. Let me see, 1,000 feet long and 150' wide is 150,000 square feet and 1 skimmer per 500 square feet means there would be about 300 skimmers. I could wear roller blades and get one of those garbage cans with wheels and it would only take, maybe, about 2 or 3 hours to skate around the pool and empty all the skimmers. Also, at 6 million gallons with a 6 hour required turnover the pool would need 1 million gallons of water flow an hour. A 1 horse pump with 2 1/2" piping can move 100 gallons per minute so there would be about 10,000 pumps. At the Pool Industry Expo (PIE) Olympics I was able to empty the pump basket in about 7 seconds and times 10,000 pumps divided by 60 seconds divided by 60 minutes means it would take a little over 19 hours to empty the pumps. Well, maybe I could empty half of them every other day or so," I rambled on.

I don't know what the Dickens had gotten into me. The pork chop suey did taste a little fishy.

"Are you still dreaming? Look, its three o'clock in the morning. Shut up and go to sleep already. You're going to wake the kids. What's wrong with you?" my dear said somewhat less lovingly.

The Fleishhacker Pool was extremely expensive to operate and finally in 1971 the saltwater pipe to the ocean was broken in a storm. There was a brief attempt to operate the pool with fresh water but the recirculation system could not keep up with the algae. The pool was finally filled in with sand and paved over for zoo parking. The original bath house is all that remains of the giant pool by the Pacific.

Robert (Pool Bob) Blade operates Aloha Pool and Spa and is a 20+ year member of the Monterey Coast IPSSA chapter, past president, Region 10 secretary and PIE Show museum curator.

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For Association information: call Rose Smoot, Executive Director, (888) 360-9505 / • (888) 368-0432 FAX

P.O. Box 3367, Rocklin CA 95677, E-mail: rose@ipssa.com

Finance Team: Frank McDonald – Finance Director, frank@ipssa.com; Ian Bailey – Accounting, Phone: (888) 360-9505 x1, Email: accounting@ipssa.com; Shyann Brown – Membership Assistant, Phone: (888) 360-9505 x1, Email: memberservices@ipssa.com

Insurance Billing: insurance@crampercpa.com; PO Box 2934, Rocklin CA 95677, 844-574-1134, Fax # 888-811-4502

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

CAPITAL VALLEY: (Sacramento):

First Wed., 7 p.m.

VFW, 8990 Kruthof Way, Fair Oaks
Pres. Jason Hilton (916) 224-3113
Jay@shockwavepool.com

DELTA: (Stockton)

Third Wed., 6:00 p.m., The Elks Lodge
19071 N Lower Sacramento Road, Woodbridge
Pres. Rick Plath (920) 456-1605
service@rickspoolservice.com

EAST BAY

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

EAST CONTRA COSTA

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

EL DORADO

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

ELK GROVE

Second Wednesday, 7:00 p.m., Logan's Roadhouse,
9105 W. Stockton Boulevard, Elk Grove
Pres. Jerry Marquardsen (209) 747-4953
jerryspoolservice@yahoo.com

GOLD COUNTRY

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

MODESTO CENTRAL VALLEY:

Third Tues., 6 p.m.

El Rosal Restaurant, 3401 Monte Vista Ave.
Pres. Albert Camarillo (209) 628-2717
acspoolserv@yahoo.com

SACRAMENTO CITY

Fourth Wed., 7:00 p.m., Plaza Hofbrau
2500 Watt Ave., Sacramento
Pres. Kelli Carrillo (916) 730-7636

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

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

WEST PLACER:

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

REGION 2 (CENTRAL CALIFORNIA)

B.O.R.D. Member: Manuel Margain
(559) 307-1072

E-mail: manuelmargain1@gmail.com

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

CENTRAL COAST

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

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

CONEJO VALLEY

Second Wed., 6:30 p.m., Superior Pool Products
1200 Lawrence Drive #400, Newbury Park
Pres. Michael Flanagan (805) 444-7960

FRESNO: Fourth Tues., 7 p.m.

Roundtable Pizza at First & Bullard, Fresno
Pres. Norm Carpenter, (559) 217-1228
ipssafresno@gmail.com

SANTA BARBARA

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

VENTURA: Third Tues., 7 p.m.

Poinsettia Pavilion, 3451 Foothill Rd, Ventura
Pres. Max O'Brien (805) 794-6270 / gotomax@att.net

VISALIA: Third Wed., 6 p.m.

Amigo's Cantina, 5113 W. Walnut Ave., Visalia
Pres. Roman Gomez (559) 992-5779
romangomez1251@yahoo.com

REGION 3 (NORTH L.A. COUNTY)

B.O.R.D. Member: Terry Snow
(909) 982-9962

E-mail: tls.pools@verizon.net

ANTELOPE VALLEY:

Second Monday, 6 p.m.

SCP Antelope Valley, 4514 Runway Dr., Lancaster
Pres. Steven Polovina (661) 236-6095
PolovinaPools@gmail.com

DIAMOND BAR:

First Thurs., 7:00 p.m., Oak Tree Lanes,
990 N Diamond Bar Blvd, Diamond Bar, CA 91765
Pres. Rob Betts (626) 757-6707
rb.pooltime@gmail.com

FOOTHILL:

Third Thurs., 7:00 p.m.

849 Foothill Blvd. #4, La Cañada
Pres. Jay Laughrey (818) 259-3001
jl55@aol.com

SAN FERNANDO VALLEY

Third Wed., 7:30 p.m. (March meeting is mandatory)
Zoom meeting (call or email for details)
Pres. Rich Gallo (661) 803-9919
pureswim@gmail.com

SAN FERNANDO VALLEY METRO

First Tues., 7 p.m., Canoga Bowl, 20122 Vanowen,
Canoga Park / Web site: www.sfvmetro.com
Pres. Eric Nielson (818) 577-0840
willowcreekpools@gmail.com

SAN GABRIEL VALLEY: Second Thurs., 7:00 p.m.

PEP, 1862 Business Center Dr., Duarte, CA 91010
Pres. Ron Hopwood (626) 806-4670
hoppypaa@hotmail.com

SANTA CLARITA VALLEY

First Thurs., 7:00 p.m.

Vincenzo's Pizza, 24504 1/2 Lyons Avenue, Newhall
Pres. Glenn Bautista (661) 373-7167
glen.r.bautista@gmail.com

REGION 4 (SOUTH L.A. COUNTY)

B.O.R.D. Member: Adam Morley

(310) 493-3565

E-mail: adam@paradisepools.biz

CENTRAL LOS ANGELES

Second Mon., 6:30 p.m., Shin Beijing Restaurant,
31010 W. Olympic Blvd, LA, 90006

Pres. James Kim (213) 820-8705
jameskim315@gmail.com

EAST LONG BEACH

Second Tues., 6:30 p.m., Ecco's Pizza,
2123 N. Bellflower Blvd, Long Beach

Pres. Matt Mann (562) 420-9061
mpjmann@verizon.net

SOUTH BAY

Second Wed., 7 p.m., American Legion Hall
412 S. Camino Real, Redondo Beach

Pres. Rick Morris, (310) 755-5279
Rick-morris@sbcglobal.net

WESTSIDE

Second Tues., 6:30 p.m., American Legion Hall
5309 S. Sepulveda, Culver City

Pres. Rick Haro (310) 204-4327
rick@haropools.com

WHITTIER: First Wed., 7 p.m.

Superior Pool Products in Santa Fe Springs
Pres. Albert Navarro (562) 927-6757
academypools@yahoo.com

REGION 5 (ORANGE COUNTY)

B.O.R.D. Member: Mike Denham

(714) 891-6180

E-mail: denhampools@gmail.com

ANAHEIM: Third Wed., 6:30 p.m.

Roundtable Pizza, 12829 Harbor Blvd., Garden Grove

Pres. Cal Pratt (949) 230-7462

CENTRAL ORANGE COUNTY

Last Tues., 7 p.m., Coco's, 14971 Holt Ave., Tustin

Pres. Mark Harrison (949) 874-8234
maharrison16@yahoo.com

DANA POINT

Second Tues., 6 p.m., Coco's, Crown Valley and I-5

Pres. Cliff Gross (949) 587-9773
cliffgross@cox.net

MISSION VIEJO

First Tues., 6 p.m.

Woody's Diner, 24321 Avenida De La Carlota,
Laguna Hills, CA 92653

Pres. Chris Dodds (949) 683-6076

NORTH ORANGE COUNTY

ORANGE COAST

Last Monday, 5 p.m., Roundtable Pizza
on Adams & Beach

Pres. Rob Mangus (716) 318-1254
thonrath@hotmail.com

ORANGE COUNTY #9

Second Wed., 7 p.m., Dad Miller Golf Course
North Gilbert Street, Anaheim

Pres. Rob Tobias (714) 812-7993

ORANGE COUNTY POOL

PROFESSIONALS

Last Mon., 6:00 p.m.

Claim Jumper Banquet Room, 18050 Brookhurst St.,
Fountain Valley CA 92708

Pres. Jim Romanowski (714) 404-2550
poolperfection1@aol.com

SOUTHWEST:

First Wed., 6 p.m., ABC Pools
10560 Los Alamitos Blvd., Los Alamitos

Pres. Ken Tipton (562) 430-8515

SURF CITY

Third Tues., 6:30 p.m., Superior Pool Products,
10865 Kalama River, Fountain Valley

Pres. Frank Malavar (714) 960-3558

TUSTIN/IRVINE

Second Tues., 6:00 p.m., PSOC Waterline
Technologies,
220 N. Santiago Street, Santa Ana

Pres. Rich Foley (714) 974-1514

YORBA LINDA

First Wed., 6:45 p.m., Lampost Pizza,
21480 Yorba Linda Blvd. #D, Yorba Linda CA
(call president to confirm mtg time).

Pres. Jaime Aranda, (714) 746-5138
jaimearanda@sbcglobal.net

REGION 6 (INLAND EMPIRE)

B.O.R.D. Member: John Dixon

(951) 316-1675

E-mail: waterwhisperer1@verizon.net

CORONA: Second Tues., 7:00 p.m., Marie Callenders
160 E. Rincon St. (at Main St.), Corona

Pres. Jenifer Meza (951) 833-0055
aquatechpoolservice@earthlink.net

HEMET: Third Wed., 6:00 p.m.

Megabites Pizza, 1153 S. State St., Hemet, CA 92543
Pres. Kenny Campbell (951) 733-4330
Kenny@WetworksPoolCare.com

MENIFEE VALLEY

First Wed., 7 p.m. at My Buddies Pizza
2503 E. Lakeshore Drive #A, Lake Elsinore

Pres. Renee Marier, (951) 285-9672
mangopoolnsa@verizon.net

ONTARIO/RANCHO CUCAMONGA

Second Tues., 6 p.m., Location varies,
please contact chapter president for more info.

Pres. Ron Goodwin (909) 989-0406
good2win@msn.com

PALM DESERT

Third Thurs., 6 p.m./7 p.m., please check with pres.

Sloan's, 81539 US Hwy 111, Indio CA

Pres. Gary Kauber (760) 702-5865

PALM SPRINGS:

First Wed., 5:00 p.m.

Superior, 5700 Indian Springs Rd, Palm Springs

Pres. James Elliott (760) 413-0463

REDLANDS: Second Tues., 6 p.m.

Hickory Ranch, 32971 Yucaipa Blvd., Yucaipa

Pres. Bill Brooks (909) 553-5780

RIVERSIDE:

First Tues., 6:00 p.m., Cask N Clever,
1333 University Ave., Riverside

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

TEMECULA/MURRIETA

Third Wed., 7 p.m., Pat & Oscar's
29375 Rancho California Rd., Temecula

Pres. Scott Peterson (951) 255-4175
ipssascott@yahoo.com

REGION 7 (SAN DIEGO COUNTY)

B.O.R.D. Member: Michael Harris

(619) 395-6700

E-mail: barrowpoolsd@gmail.com

CARLSBAD

Third Wed., 6:00 p.m.

El Rancho Restaurant, 1565 N. Santa Fe, Vista

Pres. Jonathan Dodge (760) 845-5501
jonathandodge@roadrunner.com

ESCONDIDO

Third Wed., 6:30 p.m., Call for location.

Pres. Bruce Smith (760) 741-3960
Bsmith1956@cox.net

NORTH COUNTY COASTAL

Third Tues., 6:30 p.m.

Brett's BBQ, 1505 Encinitas Blvd., Encinitas

Pres. Aden Dunne (760) 801-5526
classicpools760@gmail.com

RANCHO DEL MAR

Third Mon., 5:30 p.m., Oggi's Sports,
12840 Carmel Country Rd., San Diego, CA 92130

Pres. Wayne Maynard (858) 361-8313
arrowheadpoolservice@yahoo.com

SAN DIEGO

Third Wed., 7 p.m., Admiral Baker Clubhouse,
2400 Admiral Baker Road, San Diego

Pres. Mark Curran (619) 269-3888
mtcurran@cox.net

SAN DIEGO EAST COUNTY

Third Tues., 6 p.m.,

Superior Pool Products, 1973 Friendship Dr., El Cajon

Pres. Marc Impastato (619) 270-6617
info@bluebalancepools.com

SAN DIEGO METRO:

Fourth Thurs., 6:00 p.m.

Sammy's Woodfired Pizza, 8555 Fletcher Pkwy
La Mesa, CA 9194

Pres. Bert Vexland (619) 913-9252
vexland@sbcglobal.net

REGION 8 (SOUTHWEST)

B.O.R.D. Member: Mike Lee

Associate Members

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

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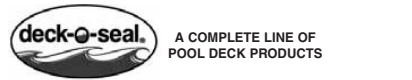
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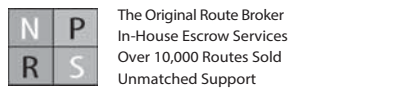
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