



The SKIMMER



San Diego Chapter Monthly Newsletter – April 2005

Next General Meeting: Apr. 20th, 7p, Mission Valley Resort, Westwind, Salon B - 875 Hotel Circle South

General Meeting 4/20/05, 7:00 pm – Note Start Time!
Padres Tickets and Four Raypak Heaters on sale at General Meeting

Calendar

4/20, General Meeting 7pm

Mission Valley Resort Salon B

NOTE: Start Time is 7pm

7p Effective April thru Oct

5/3, Region 7 Board. 7 pm

Filippi's, Poway

5/4, Chapter Board

Location TBA

5/14, B.O.R.D.

Doubletree, Ontario, CA

5/18, General Meeting 7pm

Annual Dinner Meeting

Emiliano's (formerly Eva's)

6690 Mission Gorge Road

5/21, Blood Drive 8:00am

Meet at DZ Akins 70th St

PRESIDENT'S MESSAGE.

I am very pleased to report that our Chapter is now 100% Water Chemistry Certified. I extend my congratulations to Terry Wendt for persevering and passing the exam.

Jay Chadwick had to go back on Sick Leave. Unfortunately for Jay, his Doctor has advised him that due to his physical condition he can no longer continue servicing pools. As a result he will be forced to sell his pools and has contacted a broker to assist in this process. There may be an opportunity for Chapter Members to pick up some of these pools and I suggest you talk to Jay about this if you are interested.

The Chapter has been a supporter of the MS Walk that took place on April 10th. The Board approved a donation of \$500 for this very worthy cause. A number of our

Members have participated in this walk and a fair amount of money has been raised for this Charity.

Our Member's combined purchase of Raypak heaters has resulted in our receiving four 336 BTU heaters through the Manufacturer's Rebate Program. They will be offered for purchase at 80% of the wholesale cost at our next General Meeting on April 20th. You need to come to the Meeting to be eligible to purchase one of these heaters. Interested Members will be issued a ticket to have an opportunity to purchase a heater. You must buy the heater that night by cash or check. There will be no IOU's. If we don't sell them all the remainder will be sold at future Meetings in the same manner. The proceeds of the sale support our Continuing Education Program, so be
(continued on page 3)

IPSSA – San Diego Chapter - www.ipssasandiego.com/members

Board of Officers

| | | | |
|-----------------------|----------------------|--------------|--|
| President | Jim Bradbury | 619-461-5316 | PO BOX 19126, San Diego 92159 |
| Vice President | Bill Peck | 858-673-8556 | PO BOX 270168, San Diego 92198-2168 |
| Treasurer | Geoff Conradi | 619-575-0639 | 2341 Poipu Way, San Diego 92154 |
| Secretary | Paul Grimes | 619-223-4523 | 936 Moana Dr., San Diego 92106 |
| Past President | John Nichol | 619-582-0227 | 12511 E. Haymore Ct., Chandler, AZ 85249 |

Committee Representatives

| | | | |
|----------------------------|------------------------|--------------|----------------------------------|
| Sick Leave | Jim Hines | 619-462-1309 | PO BOX 19935, San Diego 92159 |
| | Perry Mediate | 619-463-0097 | 1609 Penasco Rd., El Cajon 92019 |
| Continuing Educ. | John Baldwin | 619-440-4077 | |
| | Stephen Heyer | 619-563-6566 | |
| Manufacture Rebate | Jon McArthur | 619-464-0211 | |
| Insurance | Bob Fowler | 619-464-6400 | |
| Membership | Vacant | | |
| Entertainment | Mike Anderson | 619-589-8848 | |
| | Ladd Carlson | 619-248-6888 | |
| Product Testing | Patrick Farrior | 619-465-9545 | |
| | Dale Eppard | 858-571-1177 | |
| PR/Blood D/Wtr Sfty | John Silcox | 858-467-0507 | |
| Region 7 Director | Javier Payan | 619-449-1392 | |

| | |
|---------------------------------------|-----------------------------|
| IPSSA Corporate | |
| Info. Vickie Lester | 888-360-9505 |
| | FAX 888-368-0432 |
| PO BOX 15828 Long Beach CA 90815-0828 | |
| Billing/Benevolent | |
| Roberta Rohwedder | 888-391-6012 |
| | FAX 888-391-6203 |
| Arrow Insurance | |
| Ray Arousty | 800- 833-3433, 805-497-8600 |

IPSSA San Diego – Chapter Supporters (Updated 4/14/05)

| Contact | Company | Address | Phone |
|---|---|---|--|
| Robin Benitez | Abcana Industries - Wholesale Pool Chemicals - Pickup & Delivery | 545 W. Bradley Ave El Cajon CA 92020 | 619-444-9900 619-444-9804fax |
| Terry Van Arsdale advancedsurfacer.com | Advanced Surface Restoration Decks/Patios resurface, waterproof | 2404 Deerpark Dr San Diego CA 92110 | 760-724-6666, 619-276-4444 619-274-6444 FAX |
| Kenny Lawson | ALLTEC Pools – Underwater specialist -rebar, cracks, light repair | 1619 Hillcrest Ln Fallbrook CA 92028 | 760-731-9998 |
| Kenan Sachs americanleakdetection.com | American Leak Detection Electronic Leak Detection & Repair | 10601 Tierrasanta Bl #G PMB #196, SD CA 92124 | 619-233-LEAK(5325) 858-650-0046 fax |
| Mark Quintero | Aquatic Renovation – Complete Renovations – plaster, tile, decks | 8518 Hubbles Ln Santee CA 92071 | 619-447-0707,619-562-1642fax 619-896-8921 pager |
| Lori Brumagen bio-dex.com | BIODEX – Superior Line of Pool and /Spa Chemical Products | 501 West Lone Cactus Phoenix AZ 80527 | 623-582-2400,623-582-2405 fax 800-617-3477 |
| Tony Ruf britetile.com | BriteTile Pool/Spa Remodeling Calcium removal, tile, deck-o-seal | PO BOX 99536 San Diego CA 92169 | 619-260-1896 |
| Bill Kraus ceram-kote.com | CeRam-Kote Ceramic Lining for Pools & Spas | 8580 Nottingham Pl La Jolla CA 92037 | 858-550-9611,858-453-2806 fax 858-775-8382 cell |
| Tom Cox gardnerpoolplastering.com | Gardner Pool Plastering –Quality Plastering/Remodels since 1969 | 801 Gable Way El Cajon CA 92020 | 619-593-8880 619-593-8886fax |
| Mike Rice hallmarkpools.com | Hallmark Pools And Spas Custom Pool Builder/Remodeler | 12580 Stowe Dr Poway CA 92064 | 858-391-3434,858-674-2405fax 858-674-7676store |
| Leigh O'Brien poolspace.com | Advantis Technologies - Applied Biochemists, Blue Devil Chemicals | | 800-258-4442,619-661-1818fax 888-452-7678 X358 |
| Mark Lane Marklane@cox.net | AutoPilot & AquaCal – Salt Chlorine generators and Heat Pumps | 27758 Santa Margarita Pkwy, Ste #192 Mission Viejo, CA 92691 | 949-254-8959 (cell) 949-305-3956 (Fax) |
| Michael Mamula | National Leak Detection – Finds leaks - Pools/Spas/Fountains/Ponds | PO BOX 624 Carlsbad CA 92018 | 760-931-8108 |
| Steven Kleinjan nelsonitepoolanddeck.com | Nelsonite – Easy and Affordable, Quality Pool & Deck Coatings | 3150 E. Pico Bl Los Angeles CA 90023 | 800-544-1998 X413 |
| Eric Lovig nuwayspacovers.com | Nu Way Spa Products Quality Spa Covers and Lifters | PO BOX 1547 Lakeside CA 92040 | 619-665-5056 619-938-9772fax |
| Fred Walker poolsafe.com | Poolsafe Cover Systems – New, Service All Systems, Replacement | 1200 S. Escondido Bl Escondido CA 92025 | 800-376-6572 |
| Don Wall | The Pool Doctor - Construction, Renovation, Remodel, Repair | 1532 Roble Grande Ln. Alpine, CA 91901 | 619-445-4977 fax 619-445-4345 |
| David Courey poolsurfacing2000.com | Pool Surfacing 2000 – Exclusive 5 Stage Fiberglass Laminate process | 104 Richardson Ave El Cajon CA 92020 | 858-273-9398 858-273-2729fax |
| Julie Lawson sonenergy.com | Son Energy, Inc. - Solar Pool Heating – referral program | 550 W. 6 th Ave. Escondido CA 92025 | 760-738-4066, 877-407-6527 760-738-8602 Fax |
| Brandon Chase | Sunchaser, Inc. Solar and Water Heating Specialist | 10367 Palm Row Dr Lakeside CA 92040 | 619-390-5287 |
| Jim Mahoney suntrek.net | Suntrek Solar – Thermal-Solar Pool Heaters | 120 N. Pacific #E-6 San Marcos CA 92069 | 800-292-7648 760-598-7185 fax/pager |
| Kevin Wallace | Underwater Unlimitd –Rust spots, Rebar, Cracks, Drain replacement | 281½ Hillcrest Dr. Encinitas CA 92024 | 800-247-8393 760-632-1822 |
| Billy Howse Watermaid-sd.com | Watermaid – Salt water systems, increase profits/customer satisfaction | 6161 El Cajon Bl #520 San Diego CA 92115 | 619-583-2357 |



**Apr. Speakers: Suppliers - Abcana, PEP, PWP, SCP & SPP
Padres Tickets will be available at the April Meeting
General Meetings start at 7:00p.m. for the Spring/Summer**

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prepared to make Stephen Heyer happy.

Two interested Members may receive the opportunity to visit the Cal Poly National Pool Research Center Open House on April 23rd. If you are interested please call me. I think we might be able to pay for transportation and expenses provided we get a first hand, detailed report in return.

The folks at the Mission Valley Resort have notified us that they will no longer be able to accommodate our group after our June Meeting. They are upgrading their services and we could not afford to continue to use this facility. They have offered their assistance in helping us find a new venue in the Mission Valley area that is the most central location area for our Members. I am checking out their recommendations and have received several offers from others in this area. I will give a review of what is available and will make a recommendation on April 20th.

I hope to see you at our April Meeting. Also, remember that our May Meeting is our annual Dinner Meeting. It will be held at Emiliano's (formerly Eva's).

For the good of the order,
Jim Bradbury

General Meeting-Mar 16, 2005

Called to Order: 6:09p.m.

43 members and 8 guests signed in.

Pledge of Allegiance

Introduction of Guests

Chapter Supporters: Brandon Chase of SunChaser Solar, Bill Krause of CerRam Kote, Krista of Pool Surfacing 2000, Tony Ruf of BriteTile and Fred Walker of PoolSafe. Also attending were prospective members Louis Parrella, Robert Gibson, Steve Kendall, Mario Maldonado, Michael Votrika and Baron Ortiz.

Secretary's Report

Tonight's sign-in will be at the break. Minutes were approved. No correspondence received.

Treasurer's Report

We're in good shape financially and

the approved report is in the Skimmer.

President's Report #1

Proposals to modify the Sick Leave Program regulations will be reviewed at the upcoming Board meeting and be available to the membership soon.

The 2005 Budget is being reviewed and will be discussed at the April Board meeting.

The Board approved purchase of numerous assorted pool parts from the widow of a pool service tech. The parts will be available for sale or as raffle prizes.

Jorge Flores (an employee of John Nichol) lost his daughter in a car accident. The Board authorized \$1000 to help Jorge with burial expenses.

Jim Hines is preparing the annual Sick Leave report that is to be turned into IPSSA Inc.

Vice President's Report

Chapter Supporters

Bill reported that renewals were posted in the Skimmer and that Chapter Supporters will now be able to display materials on tables at our General Meetings.

Continuing Education

Stephen Heyer reported that the Western Show was 10 days ago and Education forms need to be completed for reimbursement. Stephen said the Show was good and the turnout for courses was also good. Stephen enjoyed courses he took. He also made a point to give manufacturers feedback on their products. One point that a manufacturer was interested to find out was how hard it is to clean ribbed skimmer baskets. Stephen said the Friday evening dinner was a bit noisy, but worth attending.

Stephen asked the membership what responses they will take on steep increases in chemical costs. Coupled with gasoline increases, will you increase rates?? Ideas discussed included marketing of salt systems, charge for over 4 gallons of chlorine per month, weekly billing vs. monthly and bulk purchases of chemicals by the members.

Insurance (Chapter Advisor)

Bob Fowler spoke about raising rates.

Charles Baird taught a seminar at the Western Show titled "Leadership: Industry Growth and Profitability" where pricing and service rates were discussed. Bob suggested members look at ways to increase revenue and save cost. Bob give clients a month free with annual payment and uses the lump sum payments to purchase chemicals in bulk.

Please check around for prices. Chlorine is going up in price and it pays to see which supplier raised their prices most recently. Some have found that even Costco has a good price on tabs.

Product Testing

Speakers

Jim King, member and President of APSP (formerly NSPI) advised that APSP will have a May 12th meeting and the discussion will be on proper levels of cyanuric acid. Cost to attend is \$5 for non-members.

Brandon Chase of SunChaser solar thanked members who have referred his product and services. Brandon described the materials he uses for solar panels and how his company provides excellent service.

Meeting Break

Vice President's Report

Prospective Members

Bill reported that we have a few prospective members moving through the process.

Upcoming Speakers

The April meeting will feature pool suppliers: Abcana, PEP, PWP, SCP and SPP.

Committee Reports

Sick Leave

Perry reported that no one is out sick. Jay Chadwick has heart problems and is prescribed 3 weeks of rest. Perry advised that the Sick Leave Program can't help much with instances of 3 weeks or less as it takes a couple of weeks to get the servicing started.

Perry was sorry to report that Jim Hines ' father lost his other leg, due to diabetes complications.

Perry has Yellow Cards tonight for new accounts or to make updates.

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San Diego Chapter Financial Report – March 1 – March 31, 2005

| | <u>Detail</u> | <u>Total</u> | <u>Expense Description</u> | <u>Detail</u> | <u>Total</u> |
|-------------------------------|---------------|----------------|--|---------------|----------------|
| Cash on Hand (Beg. Bal.) | | | Cash Disbursements | | |
| Checking Acct. | 4956.71 | | Bank charges | 12.00 | |
| Savings Acct. (Educ.) | 6889.67 | 11,846.38 | Education | 691.65 | |
| | | | Guy Muto & SPEC | 200.00 | |
| Cash Receipts | | | Donation | 1373.00 | |
| Dues collected by IPSSA | 1832.00 | | Door prizes Raffle | 25.00 | |
| Dues Collected directly | | | Hall Rental | 300.00 | |
| Chapter Supporters | 500.00 | | Newsletter | | |
| Initiation fees | | | Legal/Professional Computer consulting | 100.00 | |
| Interest earned | | | Meeting expense: | | |
| Rebate Program | 207.20 | | - General | | |
| Install. Dinner/Dance | | | - Chapter Board | 87.00 | |
| Picnic | | | - Regional Dues | | |
| Other –H2O Watcher Tags | | | - Standing Rules Committee | | |
| Fines: - Member violation | | | Office expense: Printing/Copies | | |
| - Mandatory meeting | | | Phone | 18.53 | |
| - Attendance | 150.00 | | Postage & Copies | | |
| - Blue Card | 175.00 | | Business cards & name tags | | |
| New Member | 705.00 | | Social Activities | | |
| | | | - Entertainment Padres Tickets | 1002.00 | |
| | | | - | | |
| Water Watcher tags | | | - Blood Drive Breakfast | | |
| Water Safety Committee Income | | | - Other (Water Safety Committee) | | |
| Total Income in Month | | 3569.20 | Total Expenses in Month | | 3809.18 |
| | | | Cash on Hand (Ending Balance) | | ----- |
| | | | Checking Acct. | 4716.73 | |
| | | | Savings Acct. (Educ) | 6889.67 | 11606.40 |

CONTINUING EDUCATION FUND APPLICATION

Member Name: _____ **Date** _____

Company Name: _____

Address: _____

City: _____ **Zip:** _____

Course/Seminar/Program: _____

Course/Seminar/Program Date: _____ **Cost: \$** _____

Note: The Education Committee Chairperson (ECC) must receive Application within 30 days of course

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| <p>(continued from page 3) Water Safety/Public Relations/ Blood Drive Water Safety: John Silcox asked the membership to join in our Blood Drive, this Saturday – meet at DZ Akins at 8:00 a.m. for a free breakfast. John asked for a show of hands of those who will walk Sunday April 10th at the MS Walk. This is the one major charity that we support. A motion was made and approved to donate \$500 to the MS Walk. Come and join us wearing an IPSSA T-shirt. John Silcox still has “Close the</p> | <p>Pool Gate” bumper stickers. Water Safety brochures are available on request for your customers. WaterWatcher tags are also available. See John. Manufacturer’s Rebate Jon McArthur asked if anyone was interested in purchasing a Pentair FNS 60+ filter and two ¾ HP WhisperFlo pumps at 20% below whole cost. Winners were drawn from a hat: Brandon Chase got the filter while Bob Fowler and Mike Lewis</p> | <p>purchased the pumps. Entertainment Ladd Carlson advised that the May Dinner Meeting will be at Emiliano’s (formerly Eva’s). Padres tickets have been purchased with great seats for Sunday, July 17th at 1 p.m. There is no scheduled date for the Region 7 Picnic at this point. Region 7 Report Unfinished Business Bob Folwer advised that our (Continued on page 5)</p> |
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insurance is a great deal. Arrow can provide lesser insurance for \$2000 per year for individual companies vs. our \$960 IPSSA rate. For \$1300 you could get real bare bones coverage.

Old / New Business

Good of the Order

Bob Fowler told the membership that going to the Western Show can really pay. The demo cleaner unit he described for \$149, was only \$99 at the Western Show.

While we need to support all suppliers to keep prices competitive, Bob said his first call for low prices is to PWP. PWP doesn't sell to mass merchandisers, via the internet or to management companies.

Bob will bring a sample of his rate increase letter to the April meeting.

Raffle

Included 4 buckets of tabs donated by Superior.

\$50 door prize winner was not present and it will roll over to April.

Joe Lerma, \$25

Meeting adjourned at approximately 8:30pm

Board Meeting-April 6, 2005

Called to Order: 7:29 p.m.

Emiliano's, Mission Gorge.

Attending - Jim Bradbury, Geoff Conradi, Paul Grimes and Bill Peck.

Secretary's Report

In the Chapter PO Box, the customer claim against a member for referring an acid wash that went bad was dropped, then reinstated.

Treasurer's Report

We've been quite charitable recently by providing funds for the MS Walk, John Nichol's employee

Jorge Flores and the widow of a pool tech who passed away recently.

Geoff reported he received both 1st Quarter fines and 7 of 8 Blue Card fines and will raise the fine on the member who has not paid.

Geoff received payment for the filter and two pumps sold at the March General meeting.

Vice President's Report

Bill Peck reported that Terry Wendt passed the Water Chemistry test, making our Chapter 100% certified. Since new members must pass the test, we will always be 100% certified from now on.

Bill has two Chapter Supporters to bill for their annual fee.

We have 5 prospective members in the pipeline. All have paid their fees.

President's Report

Jim is considering assignment of a member to assist in the sale of Jay Chadwick's service route. Jay has been told to leave the business due to heart problems and we are covering his pools at this time. We are looking for a quick, but equitable sale of Jay's pools. At that point Sick route coverage would cease.

Jim distributed a letter he sent his customers which included several industry quotes on material/chemical price increases.

Jim advised that the Mission Valley Resort has given us 60 day notice they will not be able to accommodate us after June 2005. The MV Resort said they would put the word out that we need space in Mission Valley. Several locations were briefly mentioned, including the Aero Drive location of the Table Top Show. Paul Grimes

calculated from Chapter addresses that Mission Valley or a location as far north as Aero Drive are as centrally located as we can get. Mission Valley locations seem to be free of directional rush hour traffic and we should consider traffic in our next location. Also to be considered is cost, amenities, free parking and ability to bring our own food into our meetings. Stay tuned and please advise the Board if you have a location to consider.

Thanks to Jon McArthur our members' purchases and Raypak, we have four Raypak 336K BTU heaters for sale at the April meeting at 80% of wholesale cost. Be there with your checkbooks if you want to purchase one.

Region Report

We received an invitation for two members to attend an Open House on April 23rd in San Luis Obispo to view the Plasterer's Council's swimming pool test project.

The BORD meeting is Sat 5/14 in Ontario.

COMMITTEE REPORTS

None

Unfinished/Old/New Business

Meeting adjourned: 9:01pm.



Four Raypak 336K BTU heaters for sale at the April Meeting at 20% below wholesale. Benefits our Continuing Education Program



**San Diego Chapter of IPSSA
"Plays Downtown" July 17, 2005**

The Entertainment Committee has 31 prime tickets 5 rows from the field in the Home Run Porch at the right field foul pole for the Sun. July 17, 1pm game vs. AZ. Tickets are \$32 each Field reserved section 127 (extended right field box) rows 22, 23 & 24. Bring your checkbook! They'll go fast!