



The SKIMMER

San Diego Chapter Monthly Newsletter, February 2008

Next General Meeting: February 20, 2007, 7pm, Mission Valley Resort – 875 Hotel Circle So.

PRESIDENT'S MESSAGE

To say that January 2008 has been unusual might end up being the understatement of the year. However, I'll hold judgment until December. The Sick Leave chairmen, Jim Hines and Perry Mediate, have been put to the test like never before. And of course the two of them have risen to the challenge. The duties they perform are immensely valuable to the chapter.

The first general meeting of the year in January had an unusually high turnout of both members and chapter supporters. The enthusiasm to be a part of this chapter seems to be growing. Mark R. Lane held a twenty minute seminar on Title 20 during the meeting. All members who attended the entire meeting qualified for one point toward their continuing education requirement. The February 20th general meeting will feature an officer from the California Highway Patrol's Commercial Industry Education Program, who will hold a twenty minute seminar during the meeting. All members who sign in and remain in attendance for the entire one hour meeting will qualify for one point towards their continuing education point total. All new members who have been voted into the chapter during the past two years will be given an "I Despise Law Enforcement" T-shirt at check in to be worn during the meeting. Arrive early for proper fitting.

Many thanks and much appreciation to all of you who are servicing a pool or pools for the sick leave program. The two members who are recovering and rehabbing report that things are going well and that no complaints have been received. Keep up the good work everyone and we'll see you in February. Mark

TRANS WORLD SYSTEMS, INC. PARTNERS WITH IPSSA

It was announced at the 2008 IPSSA Leadership Conference that IPSSA and Transworld Systems Inc. (TSI) have teamed up to form a strategic partnership resulting in the availability of a brand new member benefit. All IPSSA members now have access to the nation's leading provider of Profit Recovery and Cash Flow Management services at a preferred rate.

Transworld's proven system helps companies recover money owed to them, and our industry-leading results earn their ongoing confidence. More than 60,000 businesses, including half of the Fortune 500 companies, currently entrust us with their slow-pay and non-paying accounts. In return, we recover three times more money than our competitors at a fraction of the cost.

TSI has achieved a dominant status in the collections industry over the past 38 years in both size and effectiveness. If you were to combine the five largest national collection agencies (below TSI) they would still not reach the size of TSI. TSI has 130 offices nationwide and is licensed and bonded to collect in all 50 states and over 80 countries worldwide.

When it comes to effectiveness, TSI has received accolades from many financial leaders such as Barron's, Shearson Lehman, Fortune Magazine, and Forbes Magazine. Barron's writes, "Transworld get credit for the highest recovery rate in the industry". In the past five years alone, TSI has collected 2.4 billion dollars for its clients.

TSI is no stranger to IPSSA members. Satisfied members have been signing up individually and using the service on their own for years. Because of the newly formed strategic partnership, made possible by the combined efforts of IPSSA leadership and TSI, all members now have preferred access to TSI services. What exactly does that mean?

The strategic partnership eliminates all of the obstacles, that in the past, have excluded or deterred members from using TSI services. IPSSA member now have access to TSI's class-leading service with: No Start-up Costs, No Minimum Number of Accounts, and No Long Term Commitments. Each month IPSSA will simply invoice members \$25 for each account submitted for

collection. Members receive 100% of recovered money which is paid directly to the member by the customer.

According to the American Collectors Association (ACA), written demands sent through the U.S. Postal Service accounts for 80% of all money collected in this country. Additionally, the Fair Debt Collection Practices Act (FDCPA) requires all third party collection agencies to initiate their collection activities in writing and through the mail. Keeping these two points in mind, TSI has developed an effective and cost efficient Written Demand Phase. For the \$25 flat fee, TSI will contact your slow pay or delinquent customers in writing a total of five times over a period of 41 days. The initial demand is sent within 1-2 business days from the time the members submits the account. The member has three options for the initial demand: Diplomatic, Intensive, or NSF (bad check). If there is no response from the first demand within 10 days, a second demand will be automatically sent. Every ten days another demand will be sent for a total of five demands. Each demand is progressively stronger.

If a customer has not paid by the fifth letter, the Phase I process ends. What does that mean? If you think about it, your customer has ignored you for several months. Then they've ignored five demands from TSI. At this point, I think it is safe to say that the intent of the customer is not to pay the debt. At this point, members have the option to forward the account to Phase II on a contingency basis (50%). During the Verbal Demand Phase (Phase II) the debtors will be contacted by phone and if warranted, legal action may be initiated. **No accounts will AUTOMATICALLY transfer to the Verbal Demand Phase.** If it is determined by the member that an account should be sent to Phase II, the member must manually take action to transfer the account.

Getting started with TSI is easy. 1. On the internet go to <http://web.transworldsystems.com/losangeles> / 2. Click on "Presentations" (Lower left side of the page). 3. Click on the "IPSSA" link. 4. Click on "IPSSA Members Start Here" (All IPSSA links are password protected. Enter IPSSA (all caps) when prompted). This document will instruct you how to proceed. IPSSA Members who do not have internet access can request information by calling 213-365-4325 ext. 6.

GENERAL MEETING MINUTES

1/16/08 – Mission Valley Resort
58 members signed in, 12
guests/chapter supporters signed in.
Call to order 7:12 PM

Pledge of allegiance Mike Gregg.
Treasurer's report- Jim Bauer:
We're in good shape financially.
We've received over \$7500 from
chapter supporters for the coming
year.

Secretary's report James Morketter:
Reminder that blue cards are due in
February please make sure that the
information on your blue card is
correct. Minutes of board meeting
were approved.

Prospective members present:
Charles Del Castillo this is his 3rd
meeting we will vote on Charles'
membership at the next meeting,
Patrick Sullivan First meeting.
Mike Andrews First meeting.
Chapter supporters present:
Bill Krauss-CeramKote
Mark R. Lane-Pentair
Tony Ruf-Brite Tile
Lisa Helm- First Investors
Mary-Anne Downey- Pool Safety
Solutions
Mark - PEP El Cajon

Steve Schonberg-Thornburg
Enterprises
Brian Hayes- Poolsafe
Carl Sellent SPP San Diego
David Courey- PS2000
George Ludwig- Palace Pools and
Spas
Rebecca - Afflac
Don Wall- Pool Doctor
Kirk Chapman-Poolscape Unlimited
Joe Chavez-Aqua Azul Pool Tile
Matt Castillo- SCP San Diego
Michelle-American Leak Detection
Jon McArthur reminded everyone
about the upcoming Table Top
show.

Continuing Education: Each
member present received a personal
continuing education log with which
to keep track of points earned. All
members who stayed for the entire
meeting received their first education
point!

Jon McArthur stressed the
importance of attending classes and
seminars, like the table Top Show, in
order to build up continuing
education points.
Brian Davis gave education

reimbursement checks to Bill Peck,
Robert Hill Tom Sweeney and Heang
Tea. It pays to attend classes and
seminars!

Sick Leave: Stan Sheppard is out
while recovering from surgery. All
Yellow cards have been picked up.
Coverage begins January 21, 2008.
Get well soon Stan!

Rick Rowe was involved in a skiing
accident on January 11. He suffered a
broken shoulder and arm. He
underwent surgery early in the week of
Jan. 13. Our terrific sick leave
committee is working overtime to
ensure that Rick's pools are covered.
Fortunately, Rick has only ten pools to
be covered.

Perry Mediate encouraged anyone
interested in joining the Sick leave
committee to contact him.

Mark R. Lane from Pentair gave an
excellent educational presentation on
Title 20. Great job Mark!!

Raffle: Ladd Carlson won \$100, Mike
Mason won \$25. Mark Fleming won a
gas card from SPP, Ken Dirkse, Joe
Dianna and Brian Davis each won 50#
Jumbo tabs from SPP San Diego.
Various members won tee-shirts gift
certificates, phosphate remover and an
Afflac Duck. SCP gave away 2 x \$25
gift certificates to Outback
Steakhouse. Superior San Diego gave
away 3 \$25 gift certificates to be used
at their store. Last, but not least,
American Leak Detection gave away 2
\$25 restaurant certificates. Thank-you
to all of our wonderful chapter
supporters!

Meeting adjourned 8:20 PM. Water
Safety Committee:

There will be a meeting of the Water
Safety Committee following the
general membership meeting on Feb.
20th. Any member who is looking for a
way to become more involved in the
Chapter without having to devote a lot
of their time,
and maybe in the process prevent a
child from drowning in a pool, is
welcome to attend the meeting and
become a member of the committee.

BOARD MEETING MINUTES

2/6/08 Kensington Grill
In attendance: Mark Curran, Phil
Gardiner, Mike Gregg, Paul Grimes,

Bill Peck, Stephen Heyer, Perry
Mediate, Jim Hines.
Paul Grimes pinch hitting for James
Morketter tonight.
Called to order at 7:15pm
Sick Leave Committee
Perry Mediate and Jim Hines
reported on Sick Leave. They have
had problems obtaining Yellow
Cards and keys for Bob Reed's
pools and are working with Bob's
son, Sean.
Per IPSSA rules Sick Leave
Coverage is provided for 90 days
with the Board reviewing an
extension every 4 weeks.
Jim Hines new phone number is
619-843-5884.

During the assignment of another
sick member, the Yellow Cards had
Thomas Brothers map pages from
about 20 years ago and were of little
help.

Stan Shepard will return on Monday
2/11 and members will be contacted
and have until Friday to return
Yellow Cards to Superior SD.

Mark Curran passed out information
on a new program where IPSSA has
partnered with TransWorld Systems
to provide members with low-cost
collections capability. Cost will be
\$25 per account.

February is to be an educational
meeting with one point for attendees
as it will feature CA Highway Patrol
discussing rules and regulations
pertaining to the pool business.

Greeter for the February General
meeting will be John Mehki, Joe
Dudas and Samatha Larimer.
The Skimmer will be larger as more
features and letters from members
and Chapter Supporters are
encouraged to be sent in for
publication.

Jon McArthur is trying to put together
a limo for those interested in
attending the Western Show on
Saturday only. The price is \$80 per
person. Remember there is a \$50
allowance for those attending SoCal
educational opportunities outside SD
County.

The Chapter will once again host a
dinner at the Outback in Long Beach
Friday 3/14 for those attending the
Western Show. Check with Stephen
Heyer.

Meeting adjourned about 10pm.

IPSSA San Diego - Chapter Supporters (Updated 2/7/08)

| Contact | Company | Phone |
|---------------------------------|--|---|
| Angel Rocha | Abcana Industries - Abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery | 619-444-9900, 6-210-5633 cell 619-444-9804 fax |
| Terry Van Arsdale | Advanced Surface Restoration - advancedsurfacers.com Decks/Patios resurface, waterproof | 760-724-6666, 619-276-4444 619-276-6444 fax |
| Leigh O'Brien | Advantis Technologies - advantistech.com - poolspacare.com Applied Biochemists, Blue Devil Chemicals | 949-366-2153, 949-584-5220 cell |
| Eric Svensson | Alternative Pool Systems, Inc. Install/Repair/Service Automatic Pool Covers | 619 445 9798 |
| Kenan Sachs | American Leak Detection - americanleakdetection.com Electronic Leak Detection & Repair | 619-233-5325, 858-650-0046 fax |
| Susan Flowers | Aquasalt, LLC - Aquasalt.net Swimming pool & spa salt producer | 866-549-POOL (7665) |
| Lori Brumagen | BIODEX - bio-dex.com Superior Line of Pool and Spa Chemical Products | 800-617-3477, 949-632-2390 lori@bio-dex.com |
| Tony Ruf | BriteTile Pool/Spa Remodeling - britetile.com Calcium removal, tile, deck-o-seal | 619-260-1896 rruf@san.rr.com |
| Bill Kraus | CeRam-Kote - ceram-kote.com Ceramic Lining for Pools & Spas | 858-924-9611, 8-775-8382 cell 858-485-8923 fax |
| Lisa Helm | First Investors Corp. - firstinvestors.com Financial goals, life Insurance, Investments, Retirement | 858-650-6830, 858-650-6914 fax |
| Tom Cox | Gardner Pool Plastering - gardnerpoolplastering.com Quality Plastering/Remodels since 1969 | 619-593-8880, 619-593-8886 fax tomcx@gardnerpoolplastering.com |
| Scott Ragsdale | Hasa, Inc. - Hasapool.com Manufactures liquid chlorine, distributes dry/specialty chemicals | 661-259-5848, 951-634-1209 cell |
| Don Bowlin | Life Saver Pool Fence poolfence.com Safety Fences, Covers, Products | 800-921-9681, 949-633-4292 714-751-1988 fax |
| Justin Robinett | Leak Terminators Leak Detection | 619-563-7585 |
| Regina Rakowski | Nelsonite nelsonitepoolanddeck.com Easy and Affordable, Quality Pool & Deck Coatings | 800-544-1998 rrakowski@ellispaint.com |
| Don Wall | The Pool Doctor sdpooldoctor.com Construction, Renovation, Remodel, Repair | 619-445-4977, 619-445-4345 fax Dwall0001@aol.com |
| Brian Hayes | Poolsafe Cover Systems poolsafe.com Service All Systems, Replacement, portable fences | 760-533-2132 brian@poolsafe.com |
| Kirk Chapman | Poolscape Unlimited Poolscapeunlimited.com Pool plastering - Complete Pool & Spa Renovations | 619-561-0555, 619-561-1633 fax kirk@poolscapeunlimited.com |
| David Courey | Pool Surfacing 2000 - poolsurfacing2000.com Exclusive 5 Stage Fiberglass Laminate process, Fleck stone | 858-273-9398, 858-273-2729 fax Davidps2000@pacbell.net |
| Sara Holloway | Son Energy, Inc. sonenergy.com Solar Pool Heating - referral program | 760-738-4066, 760-738-8602 fax sonenergysolar@aol.com |
| Brandon Chase | SunChaser, Inc. Solar and Water Heating Specialist | 619-390-5287 sunchaserinc@cox.net |
| Dave Baca | Suntrek Solar - suntreksolar.com Thermal-Solar Pool & Hot water heaters, Photovoltaic systems | 760-788-2610, 619-384-3275 david@suntreksolar.com |
| Kevin Wallace | Underwater Unlimited Rust spots, Rebar, Cracks, Drain replacement | 800-247-8393, 760-632-1822 |
| Peter Gozdeck | 3 Step Billing 3stepbilling.com Your Paperwork Alternative - Fax, Bill, Bank | 619-339-7622 peter@3stepbilling.com |
| Samantha Larimer Luke Weiser | Weiser Pools, Inc. - Repairs, Installations, Heating and Automated Control Specialists | 619-440-2480, 619-579-5396 fax weiserpools@cox.net |

IPSSA – San Diego Chapter - www.ipssasandiego.com

Board of Officers

| | | | |
|-----------------------|------------------------|---------------|--------------------------------------|
| President | Mark Curran | 619-579-1720 | PO BOX 9944, San Diego CA 92169 |
| Vice President | Philip Gardiner | 619- 449-6345 | 302 Brookstone Pl. Santee CA 92071 |
| Treasurer | Jim Bauer | 619-997-7710 | 7108 Bobhird Dr., San Diego CA 92119 |
| Secretary | James Morketter | 619-708-4972 | 4784 Soria Dr., San Diego CA 92115 |
| Past President | Mike Gregg | 619-224-3863 | 944 Moana Dr., San Diego CA 92106 |

Committee Representatives

| | | |
|------------------------------|------------------------|--------------|
| Sick Leave | Jim Hines | 619-462-1309 |
| | Perry Mediate | 619-463-0097 |
| Continuing Education | Brian Davis | 858-688-3084 |
| | Stephen Heyer | |
| Manufacture Rebate | Jon McArthur | 619-464-0211 |
| Insurance | Bob Fowler | 619-464-6400 |
| New Members | Bill Peck | 858-673-8556 |
| Entertainment | Jim Holmes | 619-518-2776 |
| | Michael Lewis | 619-261-1048 |
| Product Testing | Patrick Farrior | 619-465-9545 |
| | Dale Eppard | 858-571-1177 |
| Sfty/Drowning Prevnt | John Silcox | 858-467-0507 |
| Blood Drive | James Morketter | 619-708-4972 |
| Website & Skimmer | Paul Grimes | 619-223-4523 |
| Region 7 Director | Chuck Gough | |

| | |
|--|------------------|
| IPSSA Corporate | 888-360-9505 |
| Info. Vickie Lester | FAX 888-368-0432 |
| PO BOX 15828 Long Beach CA 90815-0828 | |
| Billing | |
| Cramer & Associates | 888-391-6012 |
| | FAX 888-391-5603 |
| 7405 Greenback Ln #204 Citrus Heights CA 95610 | |
| Arrow Insurance | 800-833-3433 |
| Ray Arousty | 805-955-9555 |
| | FAX 805-955-9535 |
| 40 W. Cochran Street #112 Simi Valley CA 93065 | |

San Diego Chapter Financial Report – January 1-31, 2008

| | <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. | 10,594.97 | | Bank charges | | |
| Savings Acct. (Educ.) / Total | 12,398.39 | 22,993.36 | Education | | |
| | | | Guy Muto & SPEC | 400.00 | |
| Cash Receipts | | | | | |
| Dues collected by IPSSA | 2068.00 | | Door prizes Raffle | 125.00 | |
| Dues Collected directly | | | | | |
| Chapter Supporters | 3050.00 | | Newsletter | 178.17 | |
| New Member Initiation fees | | | Legal/Professional Computer consulting | 100.00 | |
| Interest earned | 2.35 | | Meeting expense: | | |
| Rebate Program | | | - General meeting | 349.65 | |
| Printing reimbursement (Pentair) | 40.00 | | - Chapter Board | 287.26 | |
| Water Chemistry book sales | | | - Regional Dues | | |
| Other –H2O Watcher Tags | | | PO Box rental | 56.00 | |
| Fines: - | | | Office expense: Printing/Copies | | |
| | | | Phone | 19.06 | |
| | | | Postage & Copies | 20.75 | |
| | | | Training Manuals | | |
| New Member | | | | | |
| Training Manual Sales | | | - Sick Leave | | |
| Water Watcher tags | | | - Blood Drive Breakfast | | |
| Water Safety Committee Income | | | - Fund transfer: savings to checking | | |
| Transfer from savings for Educ. | | | Total Expenses in Month | | 1,535.89 |
| Total Income in Month | | 5,160.35 | Cash on Hand (Petty Cash) | 10,594.97 | ----- |
| | | | Checking Acct. (Education) | 6,768.96 | |
| | | | Savings Acct. (Education) / Total | 9,256.24 | 26,620.17 |

Committee Reports

SICK LEAVE REPORT

The first month of the year has been challenging to say the least. With three members going out on sick leave compared to only one all of last year.

My deepest sympathy goes out to Bob Reed's family. Bob was killed in a traffic accident in January.

I just want to remind everyone, to fill out your yellow cards COMPLETELY, make copies of your keys, write legibly on the cards and please let someone know where to find them in case of an emergency. And PLEASE use the new map book when completing map coordinates.

Stan Shepherd is returning to work on Monday, February 11th. Please return all yellow cards to San Diego Superior by Friday, February 15th. If not returned by then, a \$100.00 fine will be assessed.

Lastly, a big thank you to all who are servicing our members' pools. This is what IPSSA is all about.

Sincerely,

Jim Hines, Sick Leave Chairman

EDUCATION REPORT

Those education points are building up. First the Table Top and next up is the Pentair 2-day class intown. The monthly meeting for Feb. is worth 1 point. We have a speaker from the California Highway Patrol. No, Paunch will not be there. Also, coming in March is the Western Pool & Spa Show up in Long Beach. The WPSS offers 3 days of seminars and bucu points. If your going to Long Beach, plan on joining the other members there for a Chapter sponsored dinner at the Outback Restaurant that is just across the street from the Convention Center. When you

get to Long Beach, be sure to call me on my cell @ 619.563.6566 to let me know you will join us for dinner. This is for members only, no kids, girl friends etc. Jon Mc Arthur can give to those interested info on costs for renting van or limo for the day for those members who might band together for the ride up to Long Beach on Saturday.

Thought I had my act together with the Yellow Cards. Heard about Bob Reed and checked mine. Several needed updating, 2 new clients weren't in there and 1 was there that shouldn't have been.

Recently bought a LaMott salt meter and found it was consistently about 12% off(low) in it's readings. Called them and they took it back via SPP. In its place I bought a different one and will let you know how it fares later.

Stephen Heyer

NEW MEMBER REPORT

We have two, maybe three prospective members in process. Charles del Castillo, Sea and Sun Pool Service, has attended 3 meetings, filled out all the paperwork, paid the fees, passed the Chapter test, was grilled by the Board, and will be ready for a vote at the February meeting if he can pass the Water Chemistry test

Michael Andrews, Andrews Pool Service, has attended his first meeting and has no idea what the Water Chemistry test is going to do to him (maybe Charles will tip him off).

If you see Michael, tell him how horrible the test is! Then there is Abraham, we are looking forward to seeing him at his fifth first meeting...

Bill Peck

WATER SAFETY REPORT

There will be a meeting of the Water Safety Committee following the general membership meeting on Feb. 20th. Any member who is looking for a way to become more involved in the Chapter without having to devote a lot of their time, and maybe in the process prevent a child from drowning in a pool, is welcome to attend the meeting and become a member of the Committee.

John Silcox

Calendar

2/20 General Meeting, 7 pm

Mission Valley Resort

1 Continuing Education point
CA Highway Patrol presentation

3/5 Chapter Board 7 pm

Kensington Grill

4055 Adams Ave. SD 92116

2/20 General Meeting, 7 pm

Mission Valley Resort

3/19, Blood Drive 8:00 am

Antique Row Café,

3521 Lemon Grove Ave, L.G.

3/11 Deadline for March Skimmer articles

3/11-12

Drowning Prevention Symposium

National Hyatt Regency Irvine

www.ndpa.org

3/12 CPO Fusion Course

Long Beach Convention Center

www.westernshow.com

3/13-15

Western Pool & Spa Show

Long Beach Convention Center

www.westernshow.com

BLUE CARDS ARE DUE AT OR BEFORE THE FEB. 20, 2008 GENERAL MEETING

**PLEASE HAND FULLY COMPLETED BLUE CARDS TO PAUL GRIMES
OR**

**MAIL BLUE CARDS WITH A POSTMARK NO LATER THAN FEB. 20, 2008
IPSSA SAN DIEGO CHAPTER - PO BOX 70192 – SAN DIEGO CA 92167-1192
DON'T GET FINED!**

Letters to the Skimmer

The San Diego I.P.S.S.A. chapter and the local pool community have suffered an unfortunate loss of one of their members. Bob Reed was tragically killed in a motorcycle accident. Bob is survived by his son Sean and his companion Patricia. During this time of sadness and grief, members of the chapter have been involved in helping Sean and Patricia through the difficult process of moving forward. The chapter will continue to be involved in the future, assisting them with their needs and questions. Bob will be missed but his Skimmer Turtle will live on. The following articles are reprinted from the Union/Tribune.

ROBERT REED DIES AS VAN MAKES ILLEGAL TURN

SD Union Trib: A motorcyclist who was killed Saturday afternoon in a crash in Paradise Hills has been identified as Robert Hugh Reed, 55, of San Diego, the Medical Examiner's Office said. Reed was riding east on Valley Road near Plaza Bonita Center Way about 4:30 p.m. when a van made an illegal U-turn in front of him, police said. Reed tried to brake but was unable to avoid hitting the van, whose driver was not hurt, police said.

Investigators are considering whether to recommend vehicular manslaughter charges against the driver of the van.

ROBERT HUGH REED

June 6, 1952-Jan. 26, 2008

Robert Hugh Reed, 55, of San Diego died Jan. 26. He was born in Taft and worked in pool service. He served in the Navy during the Vietnam War. Survivors include his companion, Patricia McKay; son, Sean Reed; stepmother, Vivian Reed; sisters, Kathy Wheeling and Jan Nelson; and brothers, Larry Harp, Ron Harp and Mike Reed.

Thank you!

Thank-you San Diego Chapter of IPSSA and Region 7 for presenting me with the B.K. Taylor Memorial Award. I feel that this is a great tribute and remember B.K. fondly. When I was voted into the San Diego Chapter in 1986, B.K. came over and personally welcomed me. I always considered him a friend as did everyone who knew him. I'm honored to be named among

the outstanding members who have received this award before me.

Mike Gregg

To My Fellow Members:

Thank you very much to each of you who covered my pools during my recent sick leave. It's very reassuring to know that you were all there to take care of these pools and not have any worries. During the month that I was out, I didn't have a single problem or complaint. The system does work!

Also, a special thanks to Jim Hines, Perry Mediate, and Paul Grimes for issuing out the yellow cards. Thanks to Bob Fowler for taking some extra pools, and to Mark Overman for taking care of some repairs. Many Thanks!, **Stan Shepard**

Yellow Cards

Due to the most recent Sick Leave assignments, including the tragic death of Bob Reed, I decided it was a good time to review my own Yellow Cards. I have to say that I thought I was doing a good job of keeping them updated. I was wrong! I spent more than an hour making changes to the cards; telephone numbers, different keys, dogs in or dogs out, etc. I had always made sure that I had written cards for new customers and took out ones for customers I lost, but the devil is in the details. The only way to be sure that the information is current and accurate is to go through each card, line by line, and compare it with route sheets, telephone number files and other customer data. So why is this important? Well, our Sick Leave committee, Jim Hines and Perry Mediate, has been doing an outstanding job, including a lot of stuff that is over and above the call of duty, but they are only human. They can only pass along information that we provide to them. Incomplete, inaccurate or illegible information make a sick leave assignment frustrating for the committee, the servicing member, and eventually our customers. Many of us believe that we are invincible, or that nothing bad will happen to us. Unfortunately we don't know what is right around the corner and we may

not be able to pass information along to those who need it to maintain our businesses. I hope you can find the time in the near future to review your own Yellow Cards. The future of your business may just depend on it.

John Silcox

A brush with injury or worse

Yesterday, it was my last pool before vacation and I left it to the end of the day as the filter had a broken grid. After cleaning the filter and replacing 3 grids, I reassembled the 48 square foot PacFab brown fiberglass DE filter and was just about done for the week. The filter is under a deck and a little hard to get to and the timer is behind the filter. I turned the pump on and opened the air relief valve – a few seconds later, water gushed from all around the band – the motor was getting wet and I started to move around the filter to turn off the pump when it exploded. The lid flew up into the deck. Fortunately the filter was between two 2X10 joists and didn't hit me or my wife 10 feet away. It did crack the lid and BLEW THE 2X6 DECK UP TWO INCHES – THE NAILS STAYED IN PLACE, BUT THE DECKING WAS BLOWN UPWARDS. Safety is no joke in our industry. A few years ago a drop of chlorine got in my eye sending me to the ER. Be careful with electricity, filters and the heavy duty chemicals we all use.

Paul Grimes

Life Saver pool Fence of SD

As a chapter supporter I would like to thank all the members of the San Diego Chapter. It has been very rewarding to be a chapter supporter for such a well run chapter.

I would like to take the time to remind everyone that pool safety is not JUST a seasonal concern. Pool tragedies don't take the winter months off so keep your eyes open and remind your customers about the many different safety barriers that are available for them. We here at Life Saver are available if needed and will treat you customers with the highest level of professionalism.

Thanks so much and hope to here from each and everyone of you.

Don Bowlin, Chapter Supporter



Region 7 Review

A monthly publication for the members of IPSSA, Inc. – Region 7

February 2008

IPSSA, INC. REGION 7 Board Officers

Chuck Gough, Director ph (760) 434-7623
cabhgough@sbcglobal.net
Loyal Johnson, Treasurer (858) 679-9006
Sherry Larson, Secretary (760) 758-1812

Director's Message

Please send me copies of your chapter monthly newsletters. Send to 2081 Lee Court, Carlsbad, CA 92008, e-mail: cabhgough@sbcglobal.net.

News from the Leadership Weekend

~ Chuck Gough

Marvelous weekend – even the weather cooperated. The forecasted rain did not develop until almost everyone had departed on Sunday. Nothing much to report out of the two BORD meetings on Friday. The new BORD in executive session elected the following Officers and Committee Chairman for the coming year:

| | |
|-------------------------------------|----------|
| Administrative Chairman (President) | |
| Lane Clark | Region 2 |
| (Vice President) | |
| Phil Sharp | Region 9 |
| IPSSAN Chairman (Secretary) | |
| Adam Morley | Region 4 |
| Financial Chairman (Treasurer) | |
| John Bettencourt | Region 6 |
| Bylaws Chairman | |
| Chuck Gough | Region 7 |
| Education/Certification Chairman | |
| Bob Luedtke | Region 5 |
| Entertainment/Trade Shows Chairman | |
| Mark Cyr | Region 8 |

Expansion Chairman
Phil Sharp Region 9

Members Benefits Chairman
Gary Ellyatt Region 10

Outreach Chairman
Bob Nichols Region 3

Also new to the BORD:
Mike Gardner Region 1

The Leadership Seminar was the most informative that I have ever attended. **Bob Lowry** (author of the IPSSA service manuals) gave a great talk on water chemistry and a terrific question and answer session. Region 7's own **Javier Payan** did a great preview of the IPSSA water safety video, which will be available on the new IPSSA web site in about a month. In the meantime ask your president/treasurer to see the DVD that Javier had available for each chapter. If your chapter failed to attend, no DVD and a fine. **Tony Arseneault** of Transworld Collections Service explained the new membership benefit, an inexpensive collection program exclusively for IPSSA members. Watch for particulars in the next IPSSAN. **Mark Lane** and **Clint Cramer** had a session on the workings of the IPSSA Management Company (The Financial Office).

After a short break for lunch, we were back for more good stuff. **Javier Payan** moderated and narrated a mock chapter meeting which was quite humorous. And **Ray Arouesty** gave perhaps the most entertaining and informative session of the day – a message that should have been heard by every one of our 3,711 members. Ray was kind enough to wear both of his hats (Insurance and Legal) during an informative question and answer period after a discussion of the major

claims submitted by members during the year.

And of course we finished the day off with a fun filled casino night benefit followed by a recognition and awards banquet.

Calendar of Events

- **Chinese New Year**, Thurs., Feb. 7.
- **Valentine's Day**, Thurs., Feb. 14.
- **President's Day**, Mon., Feb. 18.
- **R7 Board Meeting**, Wed., April 23 (4th Wed. of the month), 7:00 p.m., SCP Conference Room, 5648 Copley Dr., San Diego (858-467-9495).
- **B.O.R.D. Mtg.**, Sat., May 3, Region 6, location TBD. Contact IPSSA executive office, ipssamail@aol.com or 888-360-9505.
- **R7 Board Meeting**, Wed., July 23, 7:00 p.m., SCP Conference Room, 5648 Copley Dr., San Diego (858-467-9495).
- **B.O.R.D. Mtg.**, Sat., Aug. 2, Region 10, location TBD. Contact IPSSA executive office, ipssamail@aol.com or 888-360-9505.
- **Drowning Prevention Symposium**, Mar. 11-12, National Hyatt Regency Irvine, Irvine, Calif., www.ndpa.org.
- **CPO Fusion Course**, Mar. 12, Long Beach Convention Center, Long Beach, Calif., www.westernshow.com
- **30th Annual Western Pool and Spa Show**, Mar. 13-15, Long Beach Convention Center, Long Beach, Calif., www.westernshow.com

Love doesn't make the world go round. Love is what makes the ride worthwhile.

~ **Franklin P. Jones**



True love comes quietly, without banners or flashing lights. If you hear bells, get your ears checked.

~ **Erich Segal**

Editor/Publisher: **Nancy Gillespie**, *A+ Business Services*

P.O. Box 192, Vista, CA 92085-0192 • (760) 945-6667 • Fax (760) 945-6616 • nancyJG5@cox.net • www.AplusNancy.com

Message from Outgoing R7 Director

As we enter into a new year, I want to welcome **Chuck Gough** (pronounced GOFF) as our new Region 7 Representative. Gough has served in this capacity before and brings years of experience and insight. Congratulations, Chuck!

While I was only planning on serving one term, it ended up being two terms. I must say that the experience was very rewarding and full of opportunities to improve IPSSA as we know it, as well as advance Pool Safety Awareness for our industry.

I want to thank the past Region 7 officers for their support over the past four years. Thanks, **Ray Duchene**, for overseeing the Benevolent Fund for many years. I would also like to thank our recording secretary, **Nancy Gillespie**, for keeping things on track and doing an outstanding job keeping us notified of meeting and recording our minutes.

I had a great time representing the region and getting out to the chapter meetings to meet you all.

Sincerely, **Javier Payan**

IPSSA, INC. – REGION 7 Highlights of IPSSA, Inc. – R7 Regular Board Meeting Coco's Restaurant Mon., Jan. 7, 2008

Benevolent/Region Emergency Fund

Ray Duchene reported that the Fund was formed more than 25 years ago to help beneficiaries with various living costs. If a member dies, the Fund pays \$2,000 to member's beneficiary. Now, because membership is older, there will be more payouts and not enough money. Therefore, B.O.R.D. voted Nov. 3 to phase out the Benevolent Fund and

replace it with an increase in life insurance to \$50,000 (Note: **Clint Cramer** confirmed that the total increase in dues is \$7.00 per month: \$4.25 represents the cost of the additional life insurance; the remaining \$2.75 represents an increase in dues to cover increasing cost to run IPSSA. Note that of this \$2.75, \$1.25 is being allocated to operate IPSSA Management Company, and \$1.50 to IPSSA Inc.). Claims to the Benevolent Fund will still be honored, and it will run out naturally when the money is used up. **Gough** said that 10 years ago life insurance coverage was only \$20,000, so we have come a long way.

Chapter Reports

Carlsbad No report.

Escondido No report.

N. County Coastal **Jim Lawson**:

- 1) Chapter elections recently held.
- 2) Christmas party was nice; cost was \$5,100.

Rancho Del Mar **Thomas Regalado**:

- 1) Chapter elections recently held.
- 2) Regalado asked if he was required to go to the upcoming installation weekend since he is not a new president. Payan said IPSSA requires new presidents and treasurers to attend the Leadership Seminar; if those chapter reps do not attend, Financial Office will fine the chapter \$250 for each officer absent. It is a good idea to attend because there are always new things to learn.

San Diego **Mark T. Curran**:

- 1) Chapter elections recently held.
- 2) Christmas party in December was the best ever – 150 people attended.
- 3) **Mike Gregg**, previous chapter president, lost his brother New Year's Eve.
- 4) Things going well in the chapter.
- 5) San Diego chapter did something no other chapter has done. At October's mandatory meeting the chapter voted to require every member to earn 10 credits every two

years; the program will start Jan. 1, 2008. The hope is that this will lift the level of professionalism in the chapter. It is important to promote IPSSA members as professionals. Out of about 120 members, about 59 voted yes and 42 no. Like other chapters, San Diego has a contingent of members who do the bare minimum – attend one meeting per quarter – to remain IPSSA members.

SD East County **Dick Allen**:

- 1) East County is doing fabulous.
- 2) Christmas party went well.
- 3) No members are sick.

SD Metro **Ken Settles**:

- 1) Chapter elections recently held; the Chapter got volunteers to serve.
- 2) The chapter Christmas party, cost of \$2,000, was held at the Brigantine.

Regional Director

At its Oct. 9, 2007 meeting, R7 Board elected **John Hackett** as R7 Director; he has since backed out due to time constraints. At its Dec. 10, 2007 teleconference, R7 Board accepted Hackett's resignation and nominated **Chuck Gough**, Carlsbad, as R7 director. Gough had served in this capacity before and at the time of the nomination was Carlsbad's rep to R7 Board but not officially an IPSSA member, having retired several years ago; however, he had continued to work in the industry. He has since passed his water chem test and been reinstated at the chapter level as of Jan. 1, 2008 as an IPSSA member. Gough was nominated for R7 Director. *Motion* was made by Mark Curran, seconded by Ray Duchene, and carried (ABSTAIN Chuck Gough) to approve Chuck Gough as the next R7 Director. Board members commended him for stepping up to serve.

Installation Weekend

IPSSA B.O.R.D. and business meeting Fri., Feb. 1 and 20th Annual Leadership Seminar, Casino Night, and Banquet Sat., Feb. 2 at the Hyatt Regency Newport Beach, Newport Beach, California. **Payan**

will attend. Seminar topics will include: **1)** introduction of IPSSA's new Basic Training Manual. **2)** Running a successful chapter.

Water Safety Video Update

Payan reported that the video will be screened during IPSSA Installation Weekend and available at the IPSSA web site for viewing. IPSSA, Inc. has given \$1,500 with the Matching Grants program.

New IPSSA Tech Manual

The new Basic Training Manual by author **Robert Lowry**, who also wrote the chem books, will be introduced during the Leadership Seminar.

Table Top

Duchene – 18th Annual R7 Table Top Show Sat., Jan. 19. Asked for volunteers from each chapter to help out. Contact Duchene, (619) 468-9011. **Gillespie** will send a follow-up e-mail to chapters.

Director's Announcements

1) End of term as R7 Director – **Payan** stated that this is the last meeting he will run as R7 director; his term has come to an end, and he served for four years. It has been a great experience, and it was his pleasure to serve.

2) Welcome, Chuck – **Payan** welcomed **Gough** as new R7 Director. **Gough** has served in this capacity before and brings years of experience and insight. **Gough** said he originally joined IPSSA prior to the merger between IPSSA and Cal-IPSSA in Santa Barbara before it became IPSSA. Cal-IPSSA split into Cal-IPSSA/IPSSA partially because the leadership had become an old boys club. When the merger took place in Santa Barbara in 1988 to form IPSSA, term limits were written into the by-laws to avoid this in the future. Fresh ideas never hurt anyone!

3) Ballot count – Results from the December B.O.R.D. voting include: **a)** Passed – eliminating requiring that chapters approve members adding an

employee to the membership; this now goes straight to the financial office. **b)** Passed – No term limits. Previously B.O.R.D. members could not succeed themselves, then it was approved to serve two times in 10 years; now there are no term limits. **Gough** said we appear to be going back to the old boys club. **Payan** commented that, as his Letter to the Editor in the October 2007 edition of The IPSSAN stated, he is strongly in favor of term limits. New ideas come from new people. Out of a voting membership of 3,600, 940 voted, which is considered a high turnout.

Unfinished Business

1) Donation to SPEC – **Payan** said that last year R7 voted to give \$1,000 to SPEC; he will follow up with **Loyal Johnson**, R7 treasurer.

2) Emergency Fund Disbursement – At its Dec. 10 teleconference, R7 approved a financial disbursement of \$1,000 out of the Emergency Fund to **Ken Smith**, Escondido chapter, who lost his house in the recent fires. **Payan** requested matching funds from IPSSA Inc., so the total was \$2,000. **Payan** visited his relocated office and gave **Smith** the check. **Smith** sends his thanks to R7 Board.

New Business

1) Gough, new R7 director: **a)** Requested copies of chapter newsletters. They can be sent to 2081 Lee Court, Carlsbad, CA 92008, cabhgough@sbcglobal.net. **b) Meeting date** – R7 Board meetings had been held quarterly the second Tuesday of the month. Mondays and Tuesdays are not good for **Gough**. *Motion* was made by **Curran**, seconded by **Dick Allen**, and carried unanimously to change R7 quarterly Board meetings from the second Tuesday of the month to the fourth Wednesday of the month.

2) Computer rebate – **Curran** asked who to contact for the \$200 rebate to purchase a chapter computer. **Payan** directed him to the financial office.

New R7 Officers

Carlsbad – **Doug Hausman**, pres.; **Bart Williams**, VP; **Wayne Nichol**, secy.

Escondido – **John Hackett**, pres.; **Richard Burns**, VP; **Suzi Wilson**, secy.; **Mike Robinson**, treas.

N. County Coastal – **Jordon Nelson**, pres.; **Brian Lindlar**, VP; **Daniel Carlson**, secy.; **Robert Jenkins**, treas.

Rancho Del Mar – **Tom Regalado**, pres.; **Noel Factor**, secy.; **Lance Clifton**, treas.

San Diego – **Mark T. Curran**, pres.; **Phil Gardiner**, VP; **James Morketter**, secy.; **Jim Bauer**, treas.

SD East County – **Dick Allen**, pres.; **Vickie McIntosh**, VP; **Analie Allen**, secy.; **Butch Mergen**, treas.

SD Metro – **Ken Lee**, pres.; **Steve Elbik**, VP; **Mike Flynn**, secy.; **Ed Rohner**, treas.

The basis of our political system is the right of the people to make and to alter their constitutions of government.

Associate yourself with men of good quality if you esteem your own reputation. It is better be alone than in bad company.

It will be found an unjust and unwise jealousy to deprive a man of his natural liberty upon the supposition he may abuse it.

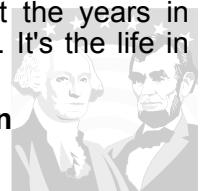
~ **George Washington**

Government of the people, by the people, for the people, shall not perish from the Earth.

Whatever you are, be a good one.

In the end, it's not the years in your life that count. It's the life in your years.

~ **Abraham Lincoln**





California Title 20 Compliance for Pool Pumps

Pool pumps – All pool and spa pumps used to filter water must be on the certified CEC list. This regulation went into effective on January 1, 2006.

NOTE: Title 20 does not regulate pumps used for other features, such as booster pumps for cleaners, waterfall pumps, etc. Only pumps connected to a filter are regulated by Title 20. This is true for all items discussed below.

Multi-speed pool pumps – Beginning January 1, 2008, pool pumps with a “Total Horsepower” of one or larger must be two-speed or variable-speed.

NOTE: “Total Horsepower” is a mathematical rating. “Pump HP” multiplied by the “Service Factor” gives Total Horsepower. ($HP * SF = Total\ HP$)

Warranty replacement – California Title 20 **DOES NOT** impact Pentair’s current warranty policy or procedures.

Pumps replaced under Pentair warranty are not “sold or offered for sale” therefore they are not regulated by Title 20. If the pump is out of warranty and a replacement is “**purchased**”, then Title 20 regulations do apply.

Replacement pumps and upgrading controls – Beginning January 1, 2008, if a pump is purchased as a replacement and it is 1 HP or larger, it must be two-speed, or variable-speed. Additional controls must be purchased if they are not included with the pump. This control system must be capable of defaulting to a low-speed setting after running at a higher speed for some other purpose, like running a cleaner, or water feature.

NOTE: The “high/low” switch found on some two-speed pumps does not qualify as an automatic control. The programmable IntelliFlo VF does comply. IntelliFlo VS does not comply as a controller and a separate control must be added if needed.

Downsizing Pumps – Title 20 permits replacing a large single-speed pump with a small single-speed pump provided the “Total Horsepower” of the replacement is less than 1 HP ($HP * SF = Total\ HP$). This downsizing eliminates the need for a multi-speed pump and control system.

Workshop Registration Form

www.pentairtraining.com

Seminar Fee: \$95 pre-registration (or cash equivalent in Pentair Water Pool and Spa Partners Incentive Reward Dollars).

Note: If you need to know your total Reward Dollars, please contact your program coordinator at 1-800-693-0171.

Includes: (1) \$75 rebate coupon per company lunch, and workshop materials.

Reservations: RSVP required. Class size is limited.

Please complete one registration form per attendee and mail with your method of payment to:

Maritz, Inc.
Attn: Darla Unerstall
1395 North Highway Drive
Fenton, MO 63099

Attendee's Name (First and Last): _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

License Number: _____

Telephone: (____) _____ Fax: (____) _____

E-mail: _____

Workshop Location Attending: _____

Workshop Date Attending: _____

If paying by check, please make payable to:

Pentair Water Pool and Spa, Inc.

If paying by credit card, please complete the information below:

Visa MasterCard

Credit Card Number: _____

Expiration Date: _____

Name as it appears on your credit card: _____

If paying by Reward Dollars, complete the information below:

Dealer Number: _____

Signature: _____

You may also register by:

- Online at www.pentairtraining.com.
- Fax to 1-800-582-2112 – Faxed registrations must include a credit card number.
- Phone 1-888-755-7946 if paying with credit card – please have your credit card number available.



You'll receive...

- A training kit that includes course outlines and manuals, a calculator, and a sleek tri-fold clipboard—course outlines have been painstakingly developed to serve not only as educational tools but also as valuable field guides.

- Product discount coupon. (Available one per company.)

- APSP Recognized.

Receipt of payment guarantees your reservation.

Questions? Call Pentair Water Pool and Spa Training Headquarters at 1-888-755-7946.



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Pentair Technology Tune-up 2007-2008 Equipment Training Series

Master today's technologies
for tomorrow's success



Stay ahead of the curve with technical training

Our workshops are offered in two-day formats to meet your specific training requirements. Every workshop is a unique learning environment that provides you with in-depth knowledge for specifying, installing, troubleshooting and servicing today's most advanced pool equipment.

Topics include:

- Basic Hydraulics and Equipment Sizing
- Automation
- Variable Frequency Drive Pumps
- Heater Installation and Repair
- Basic Electrical Theory
- Color LED and Halogen Lighting Safety and Installation
- Automatic Chlorine Generation
- Filtration and Advanced Water Features
- Heat Pump Installation and Operation

Visit www.pentairtraining.com for specific topics in your area.

Two-Day Workshops:

Day One: Basic Hydraulics and Market-Specific Topics
Day Two: Heater Installation and Automation

Standard Workshop Times: 8:00 a.m. to 5:00 p.m.



San Diego's 2008 Training

Event Info:

Tuesday, February 19th and
Wednesday, February 20th
8AM to 5 PM

Venue:

Courtyard by Marriott

Kearny Mesa

8651 Spectrum Center Blvd.

San Diego, California 92123

Phone: 858.573.0700

This Event Earns

SD IPSSA Chapter Attendees

4 Education Points Per Day

For Attending

Registration On Reverse Side

For Information:

Mark R. Lane

949.813.9442

mark.lane@pentairwater.com

Pool equipment technology is changing fast

We've packed our workshops with new information about the latest developments in controls, pumps, heaters, lighting, filtration, water features and chlorine generation. Our experienced instructors and detailed course materials and training aids will give you the real-world techniques and know-how that fuel customer satisfaction and higher profits.

Basic Hydraulics and Equipment Sizing: Learn how to calculate volume, turnover, and dynamic head in addition to pump and filter selection, plumbing, pipe sizing, and system head curve plotting.

Automation: We'll take you through an actual planning, designing, and programming project—you'll learn the complete process, from scoping and sizing the job to final programming.

Variable Frequency Drive Pumps: An introduction to today's most important development in pool equipment—learn how VFD pumps work, how to apply them, and why they are the single biggest and most profitable retrofit opportunity in industry history.

Heater Installation and Repair: Topics include the gas, air and electric requirements for proper heater operations as well as troubleshooting techniques.

Basic Electrical Theory: We'll cover the fundamentals of electricity, electrical grounding and bonding, circuit testing, and lighting safety and installation of the industry's brightest and most vibrant LED and halogen color-changing lights.

Additional topics will be covered if time permits.

(See back panel for more details.)

Continuing Education

Participate in our extensive, week-long training program through **Pentair Water Pool and Spa University.**

3/2/08-3/7/08 North Carolina

A New Benefit for IPSSA Members!

The service so many of you have been asking about *is finally here!* As the result of a strategic alliance between IPSSA and Transworld Systems Inc., we are pleased to announce the availability of a brand new member benefit - *exclusive* access to the nation's leading provider of Cash Flow Management services – Green Flag Profit Recovery.

What does this mean to me?

A customer who doesn't pay on time can be frustrating as well as time consuming, no matter how rare an occurrence. By interrupting your cash flow, slow-paying and delinquent customers simply make it more difficult to operate your business on a day-to-day basis.

Finally, as an IPSSA member, you'll have access to the same profit recovery service used by half the **FORTUNE 500** companies and over 60,000 businesses nationwide; a proven system that for 38 years has been helping businesses just like yours recover money owed to them without the high cost and harsh tactics associated with typical "collection agencies".

Say goodbye to the *least* favorite part of running your business

- Spend Less- Flat fee of \$25, *regardless of balance – no percentages taken*
- Recover More -- Early 3rd party intervention motivates slow payers to pay sooner than in-house efforts alone. ***"Transworld gets credit for the highest recovery rate in the industry"*** BARRON'S
- Get Paid Sooner- get paid directly from your customers and keep 100% of recovered money Retain more customers – TSI's polite approach includes a free "Thank You" letter sent to your paying customers
- Easy to Use - 24/7 web access technology makes it easier to track and manage your accounts
- Reduce Internal Cost & Effort- Spend more time making money and less time chasing it
- Collect anywhere in the US -TSI's 130 offices are licensed and bonded to collect in all 50 states

We saved the best for last

IPSSA went to bat for its members and got the features they knew you would want. This exclusive arrangement allows IPSSA members to access TSI's class-leading service with:

1. **No Start-up Costs,**
2. **No Minimum Number of Accounts,** and
3. **No Long Term Commitments.**

Each month IPSSA will simply invoice members \$25 for each account submitted.

How do I get Started?

1. On the internet, go to <http://web.transworldsystems.com/losangeles/> *
2. Click on "Presentations" (lower left side of the page)
3. Click on the "IPSSA" link.
4. Download the IPSSA "Participation Agreement" form, fill it out and fax it to the IPSSA Financial Office.
5. The IPSSA Financial office will notify TSI, and then you receive via e-mail the link to the TSI web page, where you will find the TSI Agreement to complete and submit it online).
6. Members will receive a USERID and PASSWORD for logging into the TSI portal where they will submit accounts. (All IPSSA links are password protected. Enter the password **IPSSA** (All Caps) when prompted.)
7. **THAT'S IT!**

* Members without internet access can request information by calling 213-365-4325 ext. 6

USING TRANSWORLD SYSTEMS (TSI) **STEP BY STEP**

SET UP:

1. Members (with internet access) who wish to submit accounts for collection will click on a link to an online application.*
2. Members will fill out and submit the application.
3. Members will receive a USER ID and PASSWORD and granted access to the online portal.

USING TSI:

1. Members log into the TSI portal.*
2. Members enter debtor information.
3. Members submit accounts to be collected.
4. Members usage will be visible to IPSSA leadership via master web portal.
5. Members will be invoiced \$25 by IPSSA for each account submitted via monthly dues or other automatic payment arrangements.
6. The first written demand will be sent within 1-2 business days. Four more contacts will be sent at 10 day intervals. A total of 5 written demands will be sent in Phase 1.
7. Members mark account as paid when the debt is satisfied.
8. No accounts will be automatically transferred to Phase II Verbal Demands contingency based collections. However, members do have the option to manually transfer any or all accounts to Phase II.
9. Members use the reporting feature to display and track results for both Phase I and Phase II.

SUPPORT:

1. On-going weekly conference call will be scheduled to assist new users with set up and initial submission of accounts.
2. Additionally, an on-going weekly conference call will be scheduled to assist existing users with on-going support issues.
3. Toll free phone customer support and unlimited tech support will be available to all users.

* Members without internet access will be able to sign up for service via fax application.

CONTINUING EDUCATION FUND APPLICATION

Member Name: _____ **Date** _____

Company Name: _____

Address: _____

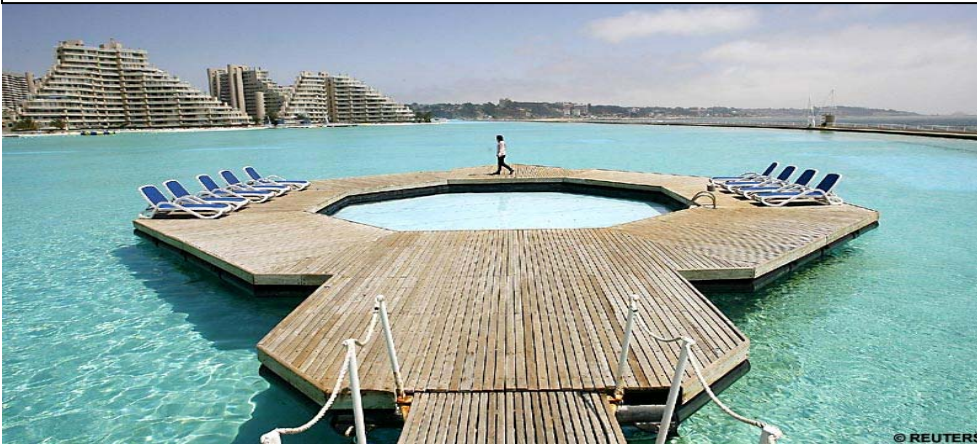
City: _____ **Zip:** _____

Course/Seminar/Program: _____

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

Note: The Education Committee Chairperson (ECC) must receive Application within 30 days of course Completion. Receipt or proof of attendance must be submitted to ECC before reimbursement will be made. Give/mail to Education Committee Chairs - John Baldwin 10226 Vista de la Cruz La Mesa CA 91941 - Brian Davis 8070 La Jolla Shores Dr. #421 La Jolla, CA 92037

**Try servicing the world's largest swimming pool...
it's 1,000 yards long**



Its turquoise waters are so crystal clear that you can see the bottom even in the deep end. It dwarfs the world's second biggest pool, the Orthlieb – nicknamed the Big Splash – in Morocco, which is a mere 150 yards long and 100 yards wide. An Olympicsize pool measures some 50 yards by 25 yards. Chile's monster pool uses a computer- controlled suction and filtration system to keep fresh seawater in permanent circulation, drawing it in from the ocean at one end and pumping it out at the other. The sun warms the water to 26c, nine degrees warmer than the adjoining sea.

If you like doing laps in the swimming pool, you might want to stock up on the energy drinks before diving in to this one. It is more than 1,000 yards long, covers 20 acres, had a 115ft deep end and holds 66 million gallons of water. Yesterday the Guinness Book of Records named the vast pool beside the sea in Chile as the biggest in the world. But if you fancy splashing out on one of

your own – and you have the space to accommodate it – then beware: This one took five years to build, cost nearly £1billion and the annual maintenance bill will be £2million. The man-made saltwater lagoon has been attracting huge crowds to the San Alfonso del Mar resort at Algarrobo, on Chile's southern coast, since it opened last month.

Chilean biochemist Fernando Fischmann, whose Crystal Lagoons Corporation designed the pool, said advanced engineering meant his company could build "an impressive artificial paradise" even in inhospitable areas. "As long as we have access to unlimited seawater, we can make it work, and it causes no damage to the ocean."

**Blue Cards are due by the February General meeting (2/20/08)
Cards must be received by Paul Grimes or postmarked by 2/20/08 to avoid a fine
Give to Paul or mail to IPSSA San Diego Chapter – PO Box 70192 - San Diego CA 92167-1192**



**San Diego
Superior Pool Products
4737 Old Cliffs Rd
619-283-2066**

**Monthly drawing
50 pound bucket of 3 inch Jumbo Tabs
Bring your Skimmer
to the February 2008 General Meeting
Must place your coupon in the drawing.
Must be present to win!**



**SCP San Diego
5648 Copley Dr
858-467-9495**

**Monthly drawing
\$50 Shell Gas Card
Bring your Skimmer
to the February 2008 General Meeting
Must place your coupon in the drawing.
Must be present to win!**

BLUE CARD - SAN DIEGO IPSSA (Fill form completely) Date: _____

Name: _____ Spouse: _____ H.Phone:() _____

H. Address: _____ City: _____ Zip: _____

Company Name: _____ E-Mail: _____

B. Address: _____ City: _____ Zip: _____

B.Phone:() _____ Pager:() _____ Cellular:() _____

CIRCLE ZIP CODES THAT YOU SERVICE (Mail cards to Chapter PO Box or give to Paul Grimes)

| <u>NORTH CITY</u> | <u>METRO NORTH</u> | <u>METRO SOUTH</u> | <u>SOUTH BAY</u> | <u>EASTCOUNTY</u> |
|------------------------|---|------------------------|---|-----------------------|
| 92007 - Cardiff | 92037 - La Jolla | 92101 - Downtown | 91902 - Bonita | 91901 - Alpine |
| 92014 - Del Mar | 92108 - Mission Valley | 92102 - Golden Hill | 91910 - Chula Vista | 91935 - Jamul |
| 92024 - Encinitas | 92109 - Pacific Beach | 92103 - Hilerst/MsnHl | 91911 - Chula Vista | 91941 - La Mesa |
| 92064 - Poway | 92111 - Clairemont | 92104 - North Park | 91913 - Chula Vista | 91942 - La Mesa |
| 92067 - Rancho S Fe | 92117 - Clairemont | 92105 - City Heights | 91914 - Eastlake | 91945 - Lemon Grove |
| 92075 - Solana Beach | 92119 - San Carlos | 92106 - Pt. Loma | 91915 - Eastlake | 91977 - Spring Valley |
| 92091 - Morgan Run | 92120 - Grantville | 92107 - Ocean Bch/PL | 91932 - Imperial Bch | 91978 - Rancho SD |
| 92121 - Sorrento Valey | 92122 - Univ. City | 92110 - Midway/O.T. | 91950 - National City | 92019 - El Cajon |
| 92126 - Mira Mesa | 92123 - Mission Village | 92113 - Logan Heights | 92118 - Coronado | 92020 - El Cajon |
| 92127 - Rancho Berndo | 92124 - Tierrasanta | 92114 - Encanto | 92154 - Otay Mesa | 92021 - El Cajon |
| 92128 - Rancho Berndo | | 92115 - Rolando | 92173 - San Ysidro | 92040 - Lakeside |
| 92129 - Penasquitos | | 92116 - Normal Hgts | | 92071 - Santee |
| 92130 - Carmel Valley | | 92139 - Paradise Hills | | |
| 92131 - Scripps Ranch | poolservicepros.com listings are by your Zip codes. | | DO NOT list me for referrals on www.poolservicepros.com | |

I, the undersigned, waive any and all claims against IPSSA, Inc, IPSSA Management Company, IPSSA Chapters and/or its individual members, arising out of my participation in the IPSSA Sick Leave Program, including, but not limited to claims for lost income resulting from improper maintenance performed by IPSSA members. I have read and understand the standing rules for the Sick Leave Program and agree to participate in that program.

SIGNATURE REQUIRED _____ DATE _____

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**San Diego Chapter
Independent Pool & Spa
Service Association
PO BOX 70192
San Diego CA 92167-1192
www.ipssasandiego.com/members**



**Blue Cards Due by
Feb 20. Avoid a fine!
Give to Paul Grimes or
mail to Chapter PO Box.
Justin Robinett of Leak
Terminators giving away
a residential leak
detection at the meeting**

**Next General Meeting
Feb. 20, 2008 – 7 p.m.
Mission Valley Resort
875 Hotel Circle South
Mission Valley, south of I-8
1/4 mile west of SR 163**

