



The Skimmer

NEXT GENERAL MEETING
ATTENDANCE MANDATORY
OCTOBER 15, 2008
MISSION VALLEY RESORT
875 HOTEL CIRCLE SO.

OCTOBER

SAN DIEGO CHAPTER MONTHLY NEWSLETTER

2008

President's Message

It's October and you know what that means. That's right...*this month's general meeting is mandatory for all members.* Chapter supporters, you are encouraged to attend and expose yourself (figuratively speaking) to the entire membership. It is always impressive when this chapter shows up in full force along with our supply house representatives and manufacturer's representatives.

Hopefully all of you have received your copy of our new directory and are finding it to be a helpful tool. For five dollars you can purchase a second one and they will be available for purchase at the meeting.

I would like to remind all of you to be fully cognizant of any breaches in child safety barriers regarding the pools and spas at the homes you service. Please inform your clients of any concerns or necessary repairs immediately upon detection. Do not wait until that evening or the next day to inform them of a compromised situation. If you have an agreement with a homeowner regarding who is responsible for removing and replacing a child safety cover so that the pool can be serviced on a particular day, be sure to have that agreement in writing for your protection. And if you decide to change your designated day of weekly service, be sure that the homeowner or tenant is fully aware of what day you are servicing the pool or spa. Let's prevent tragedies from occurring.

Be careful, be vigilant, be professional, be informed, be courteous, be cheerful, be thoughtful, and be successful.

Until next month, cheers. Mark.

Sick Leave Policy to be voted on at October Mandatory Meeting

The sick leave proposal, that has been published in several Skimmers and was discussed at length at the September meeting, will be voted on at the October mandatory meeting. The proposal consists of four parts and will be voted on as one entity. The four parts of the proposal are as follows:

- 1) The sick member will be required to attend all general meetings while out on sick leave.
- 2) The sick member will be required to attend the logistical distribution meeting with the sick leave chairmen to assist assigning pools to be covered.
- 3) The per pool per visit reimbursement fee will be increased to \$10.00 for residential and \$15.00 plus chemicals for commercial.
- 4) The sick member will be required to pay these fees in advance of each week that the chapter provides coverage. The decision to be reimbursed or not is still at the discretion of the servicing member.

Invitation

The San Diego County Aquatic Council, Safe Kids, and the City of Chula Vista are proud to announce that Dr. Julie Gilchrist, Pediatrician and Medical Epidemiologist with the National Center for Injury Prevention and Control (NCIPC) at the CDC, will give a public presentation in Chula Vista at 6:00 pm on Tuesday October 21, 2008. The presentation will be open to Aquatic Professionals and the public. The event will include a presentation by Dan Torres, local resident, who lost his grandchild to a drowning more than ten years ago. Location: Eastlake High School Theater. We are hoping that this will be a very well attended event to kick off Chula Vista's Community Water Safety program.

Julie Gilchrist, MD is a Board Member of the National Drowning Prevention Alliance-she is considered an expert in the prevention of childhood injuries and drowning accidents.

Congratulations to B. K. Taylor Award winner

Congratulations are in order for Paul Grimes who has won the B.K. Taylor award representing the San Diego chapter. In addition, Paul was selected to receive the B.K. Taylor award for the entire region 7. He moves on to the next round and is in the running for the Terry Cowles Memorial Award. This would be tremendous achievement for Paul and our chapter. And certainly he is deserving of such an honor. Well done Paul.

Thanks from Paul Grimes

I would like to take this opportunity to thank the Chapter and especially Mark Curran for nominating me for this prestigious award. We all know how much time and effort the nomination process takes and Mark should receive major credit for being able to convince the Regional Board to vote for a member of the San Diego Chapter for this award.

I am humbled and honored to receive this award for a second time from our chapter, the gem of IPSSA. The San Diego Chapter is almost always on the cutting edge of ideas, goals and policies and has the drive and follow-up to gain implementation of most of our Chapter proposals.

The San Diego Chapter has a long list of exceptional members who have been awarded the B. K. Taylor Memorial Award. Every one has worked years for the chapter and IPSSA. I'm honored to be a member in this group, which will include more current and future members.

Every other year we elect a new Board and there are many opportunities to serve on committees. I encourage members to step forward and join with other members in continuing to keep the San Diego Chapter on the cutting edge of our IPSSA organization. Paul Grimes

IPSSA San Diego – Chapter Supporters (Updated 10/08/08) *Local Representative

Contact	Company	Phone
Gabriel Gurmilan	Abcana Industries - Abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery	619-444-9900, 619-654-6724 cell 619-444-9804 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 Derek Dalto*	BIODEX – bio-dex.com lori@bio-dex.com Superior Line of Pool and Spa Chemical Products	800-617-3477, 949-632-2390 619-565-5130 Derek
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 tomc@gardnerpoolplastering.com
Scott Ragsdale	Hasa, Inc. - Hasapool.com Manufactures liquid chlorine, distributes dry/specialty chemicals	661-259-5848, 951-634-1209 cell
Alejandro Pinnick <i>New Supporter</i>	Hybrid Pumps apinnick@hybridpumps.com Energy efficient pumps and pump retrofit system	760-717-5093, 619-252-2849 cell 760-233-5097 fax
Don Bowlin	Life Saver Pool Fence poolfence.com Safety Fences, Covers, Products	800-921-9681, 949-633-4292 714-751-1988 fax
Michael Mamula Ed Mumford*	Leak Detection USA – leakdetectionusa.com. Leak detection/repair for pools/spas/ponds–comc.l/resd.	800-652-9062 ed@leakdetectionusa.com
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
Richard Kersey Steve Schonberg*	Orenda Technologies, Inc. Specialty chemical products for pools & spas. - algae, stain, scale and phosphate control.	928-522-0194, 928-522-0256 fax 858-337-0502 Steve
Don Wall	The Pool Doctor sdpooldoctor.com Construction, Renovation, Remodel, Repair	619-445-4977, 619-445-4345 fax Dwall0001@aol.com
John Moss	Poolsafe Cover Systems poolsafe.com Service All Systems, Replacement, portable fences	760-580-4640
Mary Ann Downing	Pool Safety Solutions Pool safety education, Pool Safety Fending, Pool Safety Nets - Katchakid	858-603-2260
Kirk Chapman	Poolscape Unlimited Poolscapeunlimited.com Pool plastering - Complete Pool & Spa Renovations	619-561-0555, 619-561-1633 fax kirk@poolscapeunlimited.com
Rebecca Quintal	Quintal Insurance Services - aflac.com Individual and Group Insurance	619-757-6255 rebeccaquintal@eathlink.net
David Courey	Pool Surfacing 2000 - poolsurfacing2000.com Fiberglass and Fleck stone Specialist	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
Jim Mahoney	Suntrek Solar - suntreksolar.com Thermal-Solar Pool & Hot water heaters, Photovoltaic systems	760-275-5239 jim@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

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	619-843-5884	PO BOX 19935 San Diego CA 92159
	Perry Mediate	619-463-0097	1609 Penasco Rd El Cajon CA 92019
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 Farris	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	
Region7 Diretor	Chuck Gough	760 434-7623	

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
 PO BOX 1617 Rocklin CA 95677

Arrow Insurance 800-833-3433
Ray Arousty 805-955-9555
 FAX 805-955-9535
 40 W. Cochran Street #112 Simi Valley CA 93065

More On Sick Leave

September 17, 2008

First I would like to thank Bill Peck for his rebuttal to my letter, especially about addressing the sick leave boundaries. You're right Bill, hashed and rehashed. I apologize and can see where you would take my comments personally. I know you do a fine job with prospective members. And no, I tried my "long time" employee almost two years, never again. Regarding boundaries however, what I should have said is that the coverage area is what I hear the most whining about. Really, I don't think there's anything wrong with the Sick Leave Program. What we need to address is attitude towards sick leave coverage. If you feel good about fulfilling your IPPSA sick leave obligation, if you feel good about helping your fellow member out, then it's no big deal. Once maybe twice a week, a few bucks, most likely an hour at the most once or twice a week easily absorbed. If you resent having to cover the pool, then there are all kinds of things to complain about and the more you complain the more resentful you become. It shouldn't be that big of a deal!

Now, as far as the Proposal to make four "minor" changes to the Sick Leave Program.

- Point number One (minor) Attend All Meetings While Out..... Condition permitting, YES.
- Point number Two (minor) Logistical Meeting....Condition permitting, good idea, help Jim & Perry out, YES.
- Point number Three (not so minor!) Raise Reimbursement Rate.....Why? NO

I say leave as is. I've been out three times in five years and an average of three members have billed me. That's out of an average of 40 accounts. That's 2.5%. Why raise the rates for that small minority that actually bill the member.

- Point number four (major) Pre Pay Every Week.....Again, why? NO

If less than three percent of members bill after four weeks, then why pay in advance? Because a couple of sick members were Dicks and didn't want to pay? And, who'd collect? How would you know who wants to charge the member? Send them all checks and let them give it back? Keep it simple!

So, here's the deal, if you have fifty residential pools you would have to pay \$500 up front each week. That's under Point three, for however many weeks you're out, after four weeks. This puts a real hardship on the sick members' cash flow. How many of you bill once a month? And when you consider the small percentage of members charging it doesn't make much sense. Also remember, when you have surgery or are injured you're going in the hole. There are a whole lot of new bills coming in and insurance doesn't cover it all.

Let's keep this simple. NO! On Three, and Four!
 Tom Richardson

Calendar

10/15 General Meeting 7p

Attendance Mandatory

Mission Valley Resort
 875 Hotel Circle North

11/1 B.O.R.D Meeting

Region 8, AZ/NV

11/5 Chapter Board 7 pm

Kensington Grill

11/19 General Meeting 7p

Mission Valley Resort
 875 Hotel Circle North

11/22, Blood Drive 8 am

Antique Row Café,
 Lemon Grove
 3521 Lemon Grove Av

12/17 Region 7 Board

Meeting 7pm
 SCP Conference Room
 5648 Copley Dr

1/24/09 Regn 7 Table Top

Sheraton 4 Points–Aero Dr

General Meeting Minutes

September 17, 2008

Call to order: 7:05 PM

Pledge of allegiance: Mike Gregg

Treasurers report Jim Bauer:

We're in good shape financially.

See Attached financial report for details.

Stephen Heyer inquired about a discrepancy in our last financial report. Jim Bauer will investigate this.

Secretary's report James Morketter: Board meeting minutes were approved.

New and potential members were brought to the front of the room. Present were- Frank Hutter, Ruben Hernandez, Aaron Ryan, Diego Fernandez, Greg Baffin, Jason Griffin, Adrian Donnelly, Robert Del Castillo.

Aaron Ryan was voted in as a new member.

John Silcox spoke regarding the Virginia Graeme Baker safety act. Specifically regarding main drain covers. A short Q and Q followed.

Don Wall of the Pool Doctor reminded us that commercial spas also need to meet the new requirements for main drains.

Mark Curran nominated Paul Grimes as our candidate for the B.K. Taylor award. A vote was held, and Paul was named our candidate.

Current and potential chapter supporters were brought to the front. Present were-

Tony Ruf- Brite Tiile

Gilbert Castro - Abcana

Rebecca Quintal - Afflac

Derek Dalto - Sales Link

David White - Oreq

Alex Pinnick - Hybrid Pumps

Kirk Chapman - Poolscap Unlimited

Don Wall - The Pool Doctor

Bryan Byrd - Superior Pool Creations

Jessica Marshall - Superior Pools and Spas

Cari Young and Mark Dunn - PEP El Cajon

Peter Gozdeck - 3-Step Billing

Ed Mumford - Leak Detection USA

John Moss - Poolsafe

Brandon Chase - Sunchaser Solar

David Courey - PS2000

Lisa Helm - First Investors

James Talmadge and Travis Guevara - Superior Pool Products, San Diego
Mary-Ann Downing - Pool Safety Solutions

Doug from Padre Pools and Designs

Lisa Helm From First Investors gave a brief presentation on the services that First Investors offers to us.

The Proposed changes to our sick leave program were discussed briefly.

We

Will vote on these changes at the October meeting.

Raffle:

Paul Grimes won \$50, Jay Evans won \$25

Richard Hayes and Jeff Marshall each won a Pole and Net

Mike Greg, Patrick Farrior and Rick

Rowe won a \$50 credit to Abcana

Fernando Chavez won a cover reel from Superior Pool Products

Michael Lewis won an Afflac Duck

Carlos Grosselfinger won a Leak Detection USA gift pack.

Paul Williams won Padre tickets.

Meeting adjourned 8:50 PM

Board Meeting Minutes

October 01, 2008 Kensington Grill

Jim Bauer, Phil Gardiner, Jim Holmes, Mike Lewis, Mike Gregg, Paul Grimes, Mark Curran, James Morketter

Call to order 7:15 PM

Paul and Jim reviewed the financial information for the past three months in response to an inquiry at the September general meeting. It was decided that the discrepancy was the result of an error during the transfer of info from one person to another.

Mark asked Jim to rename the savings account as the "Education fund and our CD as the Education CD.

Our entertainment committee chairs were present to discuss our upcoming installation dinner.

We reviewed the options for dinner and decided on the following:

The dinner will be a choice of prime rib or portabella mushroom ravioli with shrimp.

There will be a jazz/swing band for our enjoyment.

We discussed the option of either offering a door prize to each member in attendance or providing each member with two free drink coupons. A vote was taken, and we decided on the door prize. Prizes will be offered to THE FIRST 50 MEMBERS WHO ARRIVE AT THE PARTY.

A motion was made that the sick coverage for Rick Rowe be terminated on October 31, 2008. The motion was seconded. A unanimous vote followed.

Mark announced that Paul Grimes is not only our choice for the B.K. Taylor award, but is also the Region 7 award as well!

Meeting adjourned 9:30 PM

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: Stephen Heyer 4434 34th St San Diego, CA 92116-3389

Brian Davis 8070 La Jolla Shores Dr. #421 La Jolla, CA 92037

What to say...

You will be asked "what is that Virginia Graeme Baker Pool and Spa Safety Act"? "Do I have to do anything?" ...How will you respond to a residential pool owner? (don't say NO...) The answer is YES!!! Try this..."Yes, You have to become aware that drowning is a problem that is preventable. Every pool owner must act responsibly to prevent accidents." That wasn't too hard right? Keep going..."Laws are often written in reaction to tragedies. A little girl died by drowning due to a broken drain cover that trapped her with the strong force of the suction." Add the details... "The focus is on drain covers, so YES, go out to your pool and check to see if your drain covers are safe and secure. If your drain cover is loose or broken, let a professional replace it with the new compliant drain covers" Keep on..."If you renovate your pool, or build a new pool, the law requires certain engineering of drains and equipment to prevent suction and entrapment injuries". Don't stop....

Most importantly "The intention of the law is drowning prevention and swimming pool safety. Part of the law includes an educational campaign, and incentives for states to enforce drowning prevention and pool barrier laws."

"Pool safety laws are written to help protect children". "Very young children are most at risk." "In California in 2005, 81 children between the age of 1 and 4 drowned, mostly in backyard pools. 40 of those children were age 1 (12-23 months old), 26 children were age 2." Here's where the Mom gasps at the numbers, because every parent can picture a fearless and clueless one year old toddler...

Finish up with "every backyard pool drowning is preventable, so look at your pool with an eye for safety" They may say... OK ...how and what else can I do besides drain covers?

Here's the common sense.. the complete 3 part message... " think of these 3 things...Safer Kids, Safer Water and a Safer Response" "Always Supervise children, especially toddlers, in a home with a pool or near any pool- GUARD THE KIDS/Guard the POOL 2. Install layers of protective barriers between the house and the pool- CLOSE THE POOL.. fence, cover and alarm the pool. 3. Learn how to handle a pool accident, CPR and Rescue skills are priceless and...everyone should learn to swim!"

"Thanks for asking and thanks for your commitment to drowning prevention" Let

me know if you need more info or details!

Mary Ann Downing
Pool Safety Solutions
Katchakid Sales Executive
Lic# 78459 - Cell: 858-603-2260

SPEC Report - October 30, 2008 GOVERNOR VETOES UNLICENSED CONTRACTOR PENALTY BILL

Sunday evening Governor Schwarzenegger vetoed 131 bills awaiting his signature. Among them was AB 2412, the SPEC-supported legislation that would have increased penalties for individuals convicted of contracting without a license. Although this measure had no opposition and was actually approved for introduction by the Governor in January, he is using his veto power to punish legislators for their failure to pass the state budget until it was three months overdue.

Here is his veto message: "To the members of the California State Assembly: I am returning Assembly Bill 2412 without my signature. The historic delay in passing the 2008-2009 State Budget has forced me to prioritize the bills sent to my desk at the end of the year's legislative session. Given the delay, I am only signing bills that are the highest priority for California. This bill does not meet that standard and I cannot sign it at this time. Sincerely, Arnold Schwarzenegger."

All 131 bills vetoed Sunday night had the same boilerplate message. His 2008 total bills vetoed as of Tuesday morning was 278. Today he had 341 remaining measures which must be acted on by tonight's midnight deadline. It looks like open war between the Governor and the Legislature.

Los Angeles City Attorney Rocky Delgadillo, the lead sponsor of the legislation, yesterday stated, "Late yesterday evening, the Governor vetoed a bill sponsored by my office that would have provided California homeowners with much-needed protections from fraudulent contractors. By vetoing AB 2412, the Governor has sent the message that protecting Californians from these fraudsters isn't a high 'priority' for Californians, despite the fact that 11 months ago, the Governor promised to protect the victims of the Southern California wildfires from 'shady contractors.' With this veto, he has left victims of contractor fraud out in the cold." Legislative Chairman Jerry Wallace stated today that he will ask SPEC's Board of Governors to approve pushing the same bill again through the Legislature next year.

"Penalties today simply are not an effective deterrent to illegal contractors. We must work again with the Contractors State License Board and other public and private groups in the coming session to put this bill on the Governor's desk for signature before the budget fight even begins. Penalties must be increased for protection of homeowners and the honest, law abiding contractors in this state." Another reason to.....

SUPPORT SPEC!!!!

Prospective member report:

We have 5 prospective members in process. Frank Hutter, Hutter's Pool Service may be ready for a vote at the October meeting. Adrian Donnelly, Neverwinter Pools has been to two meetings. Jason Griffin, Island Pool & Spa and Greg Fathman, Olympic Pool Care attended their first meeting in September.

Bill Lewis, Crown Pool Service attended one meeting, paid then disappeared off the radar... anyone know him??

Bill Peck

Chapter Financial Report reformatted in Skimmer

At the last General Meeting, Stephen Heyer asked about Skimmer financial reports, where totals between the Continuing Education Fund and General Chapter funds appeared to be in error. The errors were displayed as I, your newsletter chair, had misplaced numbers from Jim Bauer's report into the wrong column. I take Jim's full page reports and place them into a more concise, printable format.

At the October Board meeting, this issue was discussed in detail. Mike Gregg and I had reviewed Skimmer financial reports in 2008 and found Jim's numbers to be accurate.

After discussion, the Board agreed to a proposal to change the financial information into two categories: "General Fund" and "Continuing Education".

The September financial report is in this Skimmer in the new format. We hope it's easier to read and follow the two different accounts.

Please let Jim Bauer or me know your thoughts on the new format.

Paul Grimes, Newsletter Chair

VIRGINIA GRAEME BAKER POOL & SPA SAFETY ACT



CPSC STAFF'S GUIDE TO COMPLYING WITH THE LAW



By December 19, 2008, ALL public pool owners/operators must:

- Install drain covers that meet the ANSI/ASME A112.19.8–2007 standard on EVERY drain/grate. A list of cover manufacturers can be found at www.cpsc.gov/whatsnew.html#pool
- Install an automatic shut-off system, gravity drainage system, Safety Vacuum Release System (SVRS), suction-limiting vent system or disable the drain, if the pool operates off of a SINGLE main drain. Pools and spas with unblockable drains are exempt from this requirement. A list of SVRS manufacturers can be found at www.cpsc.gov/whatsnew.html#pool.
- Ensure that dual or multiple main drains are at least 3 feet apart.

Pools And Spas Not Open On December 19, 2008 Are Not Required To Be In Compliance Until The Day The Pool Or Spa Is Re-opened!

The new Consumer Product Safety Improvement Act requires all new drain and grate covers be certified to all applicable standards starting on November 12, 2008.

CPSC staff recommends that to ELIMINATE and not just MITIGATE the drain entrapment hazard in pools and spas, pool owners should disable old drains or build new pools without any drains and use gutters, overflows and/or skimmers to provide water to the pump.

Have a question or concern about the Pool & Spa Safety Act?

Send an e-mail to info@cpsc.gov

This information was prepared by the CPSC staff; it has not been approved by, and does not necessarily represent the views of, the Commission.



2008 San Diego Chapter Installation Dinner Dance

Friday December 5, 2008, 6 pm – 12 midnight

MCRD Bay View Restaurant

Dinner buffet including Prime Rib, Portabella Mushroom Ravioli and desert

No host bar - Dance or listen to the band, gifts and prizes!

Mark your calendar for a great time with members, friends and Chapter Supporters.

The letters below are a small example of the price increases that the pool professional will have to incorporate into their cost of doing business. Are you charging enough for your service to be able to survive these higher costs without having to raise your fees? Or is it time for you to raise your rates into the range that will allow you to survive? These price increases that you've been seeing happen over the past couple of years are not going to reverse themselves, they are here to stay. Are you smart enough to realize that there are more price increases to come? What are you going to do?

September 3, 2008

Dear Valued Customer,

Constantly escalating costs of raw materials as well as cost hikes in every aspect of the manufacturing process make another price increase necessary. Caustic and muriatic acid prices have gone up again along with packaging, insurance, transportation, etc.

Effective October 6, 2008 product increases will be as follows:

- Sodium Hypochlorite (Pool Chlorine): 10% increase on all deposit products (cases, carboys, drums, etc.), mini-bulk and on all non-deposit products.
- Muriatic Acid: 10% increase on all deposit products (cases, carboys, drums), mini-bulk and on all non-deposit products.

We will continue to provide the quality products and service that you expect and appreciate your understanding and continued business.

Sincerely yours,
Mark S. Wilson, President
Hasa Inc.

September 26, 2008

To Our PoolCorp Customers:

Our industry continues to experience very difficult times with declining demand and inflation of most every cost associated with running a business. Over the last several months we have held our pricing to you while absorbing numerous cost increases from our manufacturers.

Most all manufacturers have now given us more cost increases and equipment ranges from 5% to 11% while chemicals are going up 18% to 25% depending on the specific product. There also looks to be a very limited supply of ISO products due to a strong global demand. These increases are what we are paying today with more to come. On October 13, 2008, we will be adjusting our pricing on all products to cover these increases.

It has been our policy to provide as much notice to you and hold pricing as long as possible to help keep you profitable. Unfortunately, in some specific cases, we do not have that luxury today.

Hopefully, you can be preparing now to adjust your costs for the 2009 season. As always, our distribution centers will work with you to keep you informed on costs. We will do our best to hold increases when possible.

Sincerely,
A. David Cook
Group Vice President

September 1, 2008

To: Our Valued Partners
Re: Price Change

Dear Partner,

We all face similar challenges in our perspective business every day. We have held the line on prices for the last 5 years. However, our raw material costs have increased substantially in the last 2 years.

As a valued business partner, this is your advance notice of 5% price increase on all of our products. This price change will be effective October 1, 2008.

This advance notice should support your planning efforts while minimizing the immediate impact on your bottom line.

As always, we value your business and look forward to your continued support of our products.

Best regards,

Lora Rosene
President
Solar Sun Rings, Inc.

THE BEST TIME TO INCORPORATE IS NOW!!

WHY???

BIG RECESSION & SAVING IS A MUST!

- SELF EMPLOYMENT TAX IS 15.3% OF YOUR INCOME AFTER BUSINESS DEDUCTIONS. CHECK THE REVERSE OF YOUR 1040 TAX RETURN, LINE 58, MOST, IF NOT ALL OF THAT MONEY, YOU COULD HAVE SAVED. YOU DECIDE WHO NEEDS IT MOST, THE IRS OR YOUR FAMILY!!!
- I WILL INCORPORATE YOU WITHIN 24 HOURS, PREPARE A BEAUTIFUL CORPORATE BOOK AND DELIVER IT TO YOU IN PERSON AND EXPLAIN EVERYTHING NECESSARY FOR YOU TO PROPERLY MANAGE YOUR CORPORATION.
- PROTECT ALL YOUR PERSONAL ASSETS IF YOU ARE SUED!!!
- OPEN A HUGE WINDOW FOR EXPENSES+TAX FREE VACATION.
- REDUCE YOUR CHANCES OF A TAX AUDIT.
- INCORPORATING ADDS PRESTIGE, SHOWS PROFESSIONALISM!
- INCLUDED IN MY FEE OF ONLY \$1099.00, IS A FREE TAX CONSULTATION WITH AN EXCEPTIONAL TAX PERSON. NEVER HURTS TO GET A SECOND OPINION ON YOUR TAX PREPARER'S PERFORMANCE + I'LL SHOW YOU HOW TO WRITE OFF MY FEE!
- ONGOING FREE ADVICE AND HELP 24/7 FOR ANY CORPORATE OR TAX RELATED QUESTIONS.
- EXAMPLES OF WHAT YOU CAN EXPECT TO SAVE, BASED ON YOUR ADJUSTED INCOME. HALF OF WHAT YOU OWE AS A CORPORATION, BECOMES A WRITE OFF.(deducted in examples)

\$100K	NOT	INC.	YOU	WILL	PAY	\$15,000.00-	INC.	YOU	OWE	\$3,927.00
\$60K	“	“	“	“	“	\$9,180.00-	“	“	“	\$2,410.00
\$40K	“	“	“	“	“	\$6,120.00-	“	“	“	\$1,607.00

CALL FOR AN APPOINTMENT WITH INC. SPECIALIST
OVER 300 CORPORATIONS FORMED IN LAST 4 YEARS!!

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HAS
GONE GREEN**

Eco Friendly Solutions to Pool & Spa Calcium

**No Chemicals, Low P.S.I.
99% Recovery of Glass Beads**

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Referrals Paid**

**Tile Repair – Replacement
Coping, Dec-O-Seal, Hand Rails**



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Complete Retails and Repairs
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The Safer Filter Media

A Green Product



Fiber Clear filtration media, the safe alternative for D.E., is now available in 7lb. and 25 lb. sizes for commercial use. The familiar 9oz. size for domestic residential swimming pools is still available. *Fiber Clear* is bio-degradable, non-toxic, and environmentally friendly. It filters finer than traditional D.E. media. Consider *Fiber Clear* when converting D.E. Filters.

Fiber Clear is also used as a filter-aid for cartridge and sand filters. The ultra-fine filtration imparts a truly polished look to pool and spa water.

For the New FIBER CLEAR packaging, ask your distributor or call 1-800-594-5120.

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 – Stephen Heyer 4434 34th St San Diego, CA 92116-3389 or Brian Davis 8070 La Jolla Shores Dr. #421 La Jolla, CA 92037

San Diego Chapter Financial Report – Sep 1-30, 2008

	<u>General</u>	<u>Education</u>	<u>Expense Description</u>	<u>General</u>	<u>Education</u>
Cash on Hand (Beg. Bal.)	11,869.90	11,750.03	Cash Disbursements		
CD & Savings		10,752.97	Bank charges		
Total	11,869.90	22,503.00	Continuing Education		
Combined total	34,372.90		SPEC	200.00	
Cash Receipts			PO Box rental		
Dues collected by IPSSA	2003.00		Door prizes Raffle	75.00	
Newsletter Advertisement	42.30		Newsletter	118.87	
Chapter Supporters	550.00		Legal/Professional Computer consulting	100.00	
Member payment			Meeting expense:		
Interest earned		42.30	- General meeting (May Dinner)	471.71	
Rebate Program			- B.K. Taylor Award (Paul Grimes)	500.00	
CD Interest			- Chapter Board	220.00	
Water Chemistry book sales			- Regional Dues		
Other –H2O Watcher Tags			- Member refund	110.00	
Fines: -	360.00		Office expense: Printing/Copies		
			Phone	19.74	
			Postage & Copies	213.30	
			Mileage		
New Member	280.00		Installation Dinner deposit		
Skimmer inserts			- Sick Leave		
Water Watcher tags			- Blood Drive Breakfast		
Pentair FNS+ filter sales			Total Expenses in Month	2,028.62	0
Transfer from savings for Educ.			Cash on Hand (End Balance)	13,034.28	11,751.98
Total Income in Month	3,235.30	42.30	CD & Savings		10,793.32
			Total	13,034.28	22,545.30
			Combined Total	35,579.58	

NOTE: Financial report has been reformatted to show General & Education fund balances, additions & expenses.

	<p>San Diego Superior Pool Products 4737 Old Cliffs Rd 619-283-2066</p>			<p>SCP San Diego 5648 Copley Dr 858-467-9495</p>
<p>Monthly drawing 50 pound bucket of 3 inch Jumbo Tabs Bring your Skimmer to the October 2008 General Meeting Must place <u>your</u> coupon in the drawing. Must be present to win!</p>		<p>Monthly drawing \$50 Shell Gas Card Bring your Skimmer to the October 2008 General Meeting Must place <u>your</u> coupon in the drawing. Must be present to win!</p>		

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 Hgths		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**

**October Annual
Mandatory
Attendance Meeting
Oct. 15, 7pm
Discuss and Vote on
proposed Sick Leave
Changes**



**Next General Meeting
October 15, 2008 – 7 p.m.
Mission Valley Resort
875 Hotel Circle South
Mission Valley, south of I-8
1/4 mile west of SR 163**

