



# The Skimmer

NEXT GENERAL MEETING  
JANUARY 21, 2009  
MISSION VALLEY RESORT  
875 HOTEL CIRCLE SO.

DECEMBER

SAN DIEGO CHAPTER MONTHLY NEWSLETTER

2008

## President's Message

Can you believe this year is almost over? I hope you had a relaxing and meaningful Thanksgiving holiday weekend. To kick off the holiday season, the chapter is hosting the annual Christmas party this Friday evening the 5th of December. The plans for the party have been put together by our Entertainment Chairmen, Jim Holmes and Mike Lewis, and the nights' festivities promise to be memorable. Please be sure to attend, as there will be plenty of food, drink, music, and valuable prizes for all to enjoy. There is no cost to those who attend. Members and Chapter Supporters are welcome to bring a guest. Information as to the time, location, directions, dress, menu, and other requirements is located in this Skimmer and in last months' Skimmer. Feel free to call me with any questions.

Now is the time of year to reflect on how your business is doing and whether or not changes need to be made. Are you charging enough for your weekly service? Are you charging enough for a service call? Are you charging enough for hourly

labor for repair work above and beyond the weekly service? With the way prices for supplies, tools, chemicals, gas, and other expenses have increased recently and will continue to rise, are your rates substantial enough to handle the higher overhead? If you're noticing that things are getting financially tighter, maybe now is the time to start planning a rate increase for the beginning of the new year. Remember, qualified pool professionals are getting an average of \$120.00 to \$150.00 a month or more for weekly service and \$100.00 to \$125.00 for a service call and labor. A viable business cannot continue to absorb increasing costs without raising its' prices. Is it time for you to raise yours?

This is also the time of year to catch your breath after a busy swimming season. Spend time with your family and friends. Take some time off and travel a little bit. Treat yourself to some of life's luxuries. Rejuvenate your mind, body, and soul so that you are prepared and ready for the challenges of the coming year. Set some goals for your business and your personal life. Take care of your mind and body. It's the only one you're going to get.

Cheers. Mark.

## Annual Dinner meeting moves to August

Since the annual picnic in August did not take place in 2008 and it doesn't look it will be held in 2009, a motion was made by Mark Curran, at the October board meeting, to move the chapters' annual May dinner meeting to August. The motion passed and so the month of May will have a standard general meeting at the Mission Valley Resort. The month of August will have the annual dinner meeting which will count as a regular meeting with regards to membership attendance requirements for the third quarter. More importantly, it is an opportunity for members and chapter supporters to socialize for an evening without the structure of a business setting.

There is no cost to those who choose to attend.

### Study Finds Link Between Red Wine, Letting Mother Know What You Really Think

CHICAGO—Health experts have long known that drinking red wine can have such positive benefits as reducing blood vessel damage, lowering the risk of heart attack, and preventing harmful LDL cholesterol from forming. But researchers at the Northwestern University Department of Preventive Medicine have recently found that the consumption of four to six glasses of red wine, most notably at dinner or a family function, may be linked to totally going off on one's mom.

According to a study published Monday in The American Journal Of Medicine, a previously unknown ingredient in red wine has been shown to cause a marked improvement of vocal clarity and emotional acuity—while reducing overall inhibition—after only four glasses. During routine trials, subjects who imbibed five glasses or more showed a remarkable increase in specific mental functions, such as the ability to recall every time their mothers had been unsupportive of their boyfriends or husbands.

A striking reduction in the time needed to translate personal epiphanies into loud, public epiphanies was also noted.

"It seems the benefits of red wine consumption are virtually limitless," said Dr. Susan Zheng, lead researcher on the study.

"Many were unable to recall a single time their mother had paid more attention to their sister's soccer games than to their starring

role in the school play. But after drinking only one bottle of standard Merlot, these participants could not only remember, but could actually sing whole stretches of Annie Get Your Gun, even while sobbing. It's extraordinary."

Dr. Zheng explained that the 100 women who participated in the study were split into two groups. One group was seated at the end of a long dinner table and subjected to backhanded compliments about their housekeeping abilities while steadily imbibing 8-ounce glasses of Turning Leaf Cabernet. The other group, a control group, was allowed to celebrate the holidays at home.

The positive effects of wine consumption were seen in as little as three hours, with 86 percent of participants showing greater resistance to unsolicited career advice, 77 percent displaying increased mental function in the area of the brain devoted to reminding you why Dad left you in the first place, and 60 percent demonstrating less concern to "play this little happy-happy game anymore."

Subsequent tests revealed that, if the wine is consumed prior to dinner or on an empty stomach, the benefits are increased nearly tenfold.

However, medical experts are quick to point out that red wine is not, in itself, sufficient to promote a healthy psyche. Similar positive effects have been found in other food and drink items, such as White Russians, vodka tonics, Canadian Club whisky with flat ginger ale, and anything served at a wedding. 🍷 "The Onion",

# IPSSA San Diego – Chapter Supporters (Updated 11/12/08) \*Local Representative

Contact	Company	Phone
Gabriel Gurmilan	<b>Abcana Industries</b> - Abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery	619-444-9900, 619-654-6724 cell 619-444-9804 fax
Leigh O'Brien	<b>Advantis Technologies</b> - advantistech.com - poolspacare.com Applied Biochemists, Blue Devil Chemicals	949-366-2153, 949-584-5220 cell
Eric Svensson	<b>Alternative Pool Systems, Inc.</b> Install/Repair/Service Automatic Pool Covers	619 445 9798
Scott Coll	<b>Aqua Azul Pool Tiling</b> – aqualazulpooltiling.com Glass tiling, remodeling, coping	619-490-9253 scottcoll@gmail.com
Kenan Sachs	<b>American Leak Detection</b> - americanleakdetection.com Electronic Leak Detection & Repair	619-233-5325, 858-650-0046 fax
Susan Flowers	<b>Aquasalt, LLC</b> - Aquasalt.net Swimming pool & spa salt producer	866-549-POOL (7665)
Lori Brumagen Derek Dalto *	<b>BIODEX</b> – 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	<b>BriteTile Pool/Spa Remodeling</b> - britetile.com Calcium removal, tile, deck-o-seal	619-260-1896 rruf@san.rr.com
Bill Kraus	<b>CeRam-Kote</b> - ceram-kote.com Ceramic Lining for Pools & Spas	858-924-9611, 8-775-8382 cell 858-485-8923 fax
Michele Howard	<b>Equity thru Energy</b> – controlledenergysavings.com Energy Management	714-801-7050 Michele@equitythruenergy.com
Lisa Helm	<b>First Investors Corp.</b> - firstinvestors.com Financial goals, life Insurance, Investments, Retirement	858-650-6830, 858-650-6914 fax
Tom Cox	<b>Gardner Pool Plastering</b> – gardnerpoolplastering.com Quality Plastering/Remodels since 1969	619-593-8880, 619-593-8886 fax tomc@gardnerpoolplastering.com
Scott Ragsdale	<b>Hasa, Inc.</b> - Hasapool.com Manufactures liquid chlorine, distributes dry/specialty chemicals	661-259-5848, 951-634-1209 cell
Alejandro Pinnick	<b>Hybrid Pumps</b> apinnick@hybridpumps.com Energy efficient pumps and pump retrofit system	760-717-5093, 619-252-2849 cell 760-233-5097 fax
Don Bowlin	<b>Life Saver Pool Fence</b> poolfence.com Safety Fences, Covers, Products	800-921-9681, 949-633-4292 714-751-1988 fax
Michael Mamula Ed Mumford *	<b>Leak Detection USA</b> – leakdetectionusa.com. Leak detection/repair for pools/spas/ponds–com.c.l/resd.	800-652-9062 ed@leakdetectionusa.com
Justin Robinett	<b>Leak Terminators</b> Leak Detection	619-563-7585
Regina Rakowski	<b>Nelsonite</b> nelsonitepoolanddeck.com Easy and Affordable, Quality Pool & Deck Coatings	800-544-1998 rrakowski@ellispaint.com
Richard Kersey Steve Schonberg *	<b>Orenda Technologies, Inc.</b> 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	<b>The Pool Doctor</b> sdpooldoctor.com Construction, Renovation, Remodel, Repair	619-445-4977, 619-445-4345 fax Dwall0001@aol.com
John Moss	<b>Poolsafe Cover Systems</b> poolsafe.com Service All Systems, Replacement, portable fences	760-580-4640
Mary Ann Downing	<b>Pool Safety Solutions</b> Pool safety education, Pool Safety Fending, Pool Safety Nets - Katchakid	858-603-2260
Kirk Chapman	<b>Poolscape Unlimited</b> Poolscapeunlimited.com Pool plastering - Complete Pool & Spa Renovations	619-561-0555, 619-561-1633 fax kirk@poolscapeunlimited.com
Rebecca Quintal	<b>Quintal Insurance Services</b> - aflac.com Individual and Group Insurance	619-757-6255 rebeccaquintal@earthlink.net
David Courey	<b>Pool Surfacing 2000</b> - poolsurfacing2000.com Fiberglass and Fleck stone Specialist	858-273-9398, 858-273-2729 fax Davidps2000@pacbell.net
Sara Holloway	<b>Son Energy, Inc.</b> sonenergy.com Solar Pool Heating – referral program	760-738-4066, 760-738-8602 fax sonenergysolar@aol.com
Brandon Chase	<b>SunChaser, Inc.</b> Solar and Water Heating Specialist	619-390-5287 sunchaserinc@cox.net
Jim Mahoney	<b>Suntrek Solar</b> - suntreksolar.com Thermal-Solar Pool & Hot water heaters, Photovoltaic systems	760-275-5239 jim@suntreksolar.com
Kevin Wallace	<b>Underwater Unlimited</b> Rust spots, Rebar, Cracks, Drain replacement	800-247-8393, 760-632-1822
Peter Gozdeck	<b>3 Step Billing</b> 3stepbilling.com Your Paperwork Alternative – Fax, Bill, Bank	619-339-7622 peter@3stepbilling.com
Samantha Larimer Luke Weiser	<b>Weiser Pools, Inc.</b> - Repairs, Installations, Heating and Automated Control Specialists	619-440-2480, 619-579-5396 fax weiserpools@cox.net

**Board of Officers**

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

**Committee Representatives**

<b>Sick Leave</b>	<b>Jim Hines</b>	619-843-5884	PO BOX 19935 San Diego CA 92159
	<b>Perry Mediate</b>	619-463-0097	1609 Penasco Rd El Cajon CA 92019
<b>Continuing Education</b>	<b>Brian Davis</b>	858-688-3084	
	<b>Stephen Heyer</b>	619-563-6566	
<b>Manufacture Rebate</b>	<b>Jon McArthur</b>	619-464-0211	
<b>Insurance</b>	<b>Bob Fowler</b>	619-464-6400	
<b>New Members</b>	<b>Bill Peck</b>	858-673-8556	
<b>Entertainment</b>	<b>Jim Holmes</b>	619-518-2776	
	<b>Michael Lewis</b>	619-261-1048	
<b>Product Testing</b>	<b>Patrick Farris</b>	619-465-9545	
	<b>Dale Eppard</b>	858-571-1177	
<b>Sfty/Drowning Prevnt</b>	<b>John Silcox</b>	858-467-0507	
<b>Blood Drive</b>	<b>James Morketter</b>	619-708-4972	
<b>Website &amp; Skimmer</b>	<b>Paul Grimes</b>	619-223-4523	
<b>Region7 Diretor</b>	<b>Chuck Gough</b>	760 434-7623	

<b>IPSSA Corporate</b>	888-360-9505
<b>Info. Vickie Lester</b>	FAX 888-368-0432
PO BOX 15828 Long Beach CA 90815-0828	
<b>Billing</b>	
<b>Cramer &amp; Associates</b>	888-391-6012
	FAX 888-391-5603
PO BOX 1617 Rocklin CA 95677	
<b>Arrow Insurance</b>	800-833-3433
<b>Ray Arousty</b>	805-955-9555
	FAX 805-955-9535
40 W. Cochran Street #112 Simi Valley CA 93065	

**General Meeting Minutes**

**November 19, 2008**

Call to order 7:10 PM  
 Pledge of Allegiance Mike Gregg  
 Treasurers report- None. Jim Bauer Absent.  
 Secretary's report James Morketter- Board meeting minutes were approved.

Jon McArthur asked why the board meeting minutes did not reflect any discussion regarding the termination of sick coverage for Rick Rowe. Mark Curran replied that it was a moot point since Rick's illness had ended.

Prospective members were called to the front. Present included:

- Jason Griffin
- Adrian Donnelly
- Diego Fernandez
- Robert Del Castillo

Adrian Donnelly has met all requirements for membership. He was voted in as a new member.

John Silcox spoke on Mary-Ann Downing's behalf regarding child safety and drowning prevention.

Mark Curran emphasized that the Skimmer is available to all members and chapter supporters for the dissemination of information vital to our members. In the interest of running shorter meetings, we will be limiting the time that chapter supporters speak to the members during their call to the front of the room.

Chapter supporters and potential chapter supporters were called to the front of the room. Present included:

- Brandon Chase-Sunchaser Solar
  - Michelle Howard - Equity through Energy
  - Tony Ruf - Brite Tile
  - Ed Mumford - Leak Detection USA
  - Brooke Velazquez - Go Staff
  - Matt Castillo - SCP San Diego
  - Travis Guevara - Superior San Diego
  - Marc Dunn - PEP El Cajon
  - Rebecca Quintal - Quintal insurance services
- Rebecca Quintal gave a brief presentation about the services she provides. This includes AFLAC insurance. A Q and A session followed.

Curran spoke briefly about the R7 meeting he attended.

Jon MacArthur asked if the funds previously provided by the individual chapters in R7 for the annual picnic would be returned to the chapters now that the picnic has been discontinued.

Curran replied that the funds would be returned at a later date.

Raffle:

John Rumble was the winner of \$50. However he was absent. It will rollover to the next general meeting.

Kenny Childs won \$25

Tom Graham and Marc Stewart won \$50 gas cards.

Geoff Conradi won a 50# bucket of Tabs.

Meeting adjourned 8:00 PM.

**NOTE: Due to date of the Annual Installation Dinner Dance, the December Board meetings will appear in the January Skimmer.**

**Calendar**

**12/3 Chapter Board 7 pm**

Kensington Grill

**12/5 Installation Dinner**

**Dance 6p-12a**

**MCRD (See insert)**

**12/17 Region 7 Board**

**Meeting 7pm**

SCP Conference Room

5648 Copley Dr

**1/17, Blood Drive 8 am**

Antique Row Café,

Lemon Grove

3521 Lemon Grove Av

**1/21 General Meeting 7p**

Mission Valley Resort

875 Hotel Circle North

**1/24 Region 7 Table Top**

Sheraton 4 Points–Aero Dr

**2/6 B.O.R.D., Annual**

**Business Meeting.**

**2/7 IPSSA Leadership**

**Seminar 20<sup>th</sup> Anniversary**

Hyatt Regency,

Newport Beach, CA

# 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 – Nov 1-30, 2008

	General	Education	Expense Description	General	Education
Cash on Hand (Beg. Bal.)	11,964.83	11,752.98	Cash Disbursements		
CD & Savings		10,806.51	Bank charges		
Total	11,964.83	22,559.49	Continuing Education		
Combined total	34,584.32		SPEC & Superior	400.00	
Cash Receipts			PO Box rental		
Dues collected by IPSSA	2037.00		Door prizes Raffle		
Newsletter Advertisement	100.00		Newsletter	125.96	
Chapter Supporters	600.00		Legal/Professional Computer consulting	100.00	
Member payment			Meeting expense:		
Interest earned		14.60	- General meeting	471.71	
Rebate Program			-		
CD Interest			- Chapter Board	514.03	
Water Chemistry book sales			- Regional Dues		
Other –H2O Watcher Tags			- Party gifts	500.00	
Fines: -	300.00		Office expense: Printing/Copies	85.10	
			Phone	19.61	
			Postage & Copies	84.00	
			Mileage		
New Member			Installation Dinner deposit	5,429.38	
Skimmer inserts			- Sick Leave		
Water Watcher tags			- Blood Drive Breakfast		
Directory sales			Total Expenses in Month	7,728.83	0
Transfer from savings for Educ.			Cash on Hand (End Balance)	7,272.40	11,753.94
Total Income in Month	3,037.00	14.60	CD & Savings		10,820.15
			Total	7,272.40	22,599.55
			Combined Total	29,846.49	

**LEARN AND EARN UP TO FIVE EDUCATIONAL POINTS**

**SAT. JAN. 24, 2009**

**19<sup>TH</sup> ANNUAL REGION 7 TABLE TOP SHOW**

**FOUR POINT SHERATON**

**8110 AERO DR SD 92123**

**EDUCATIONAL CLASSES 9AM -2 PM. - 2 POINTS PER CLASS**

**EXHIBIT HALL OPEN 1 – 4 PM – ONE POINT TO ATTEND**

**IF YOU ARE INTERESTED IN VOLUNTEERING AT THE TABLE TOP SHOW,  
CONTACT JON McARTHUR AT 619-464-6400**



**INSTALLATION DINNER DANCE  
FRIDAY DECEMBER 5, 2008  
6 PM TO MIDNIGHT  
BAY VIEW RESTAURANT (BLDG #132)  
MARINE CORPS RECRUIT DEPOT  
ENTER GATE 4 OFF PACIFIC HIGHWAY**

**SHOW DRIVER'S LICENSE  
AT GATE, WEAR SEAT  
BELTS**

**DIRECTIONS TO GATE 4**

- I-5 FROM THE NORTH  
EXIT OLD TOWN AVE  
GO STRAIGHT AT EXIT,  
TURN RIGHT AT  
WITHERBY, FOLLOW  
SIGNS TO GATE 4
- I-5 FROM THE SOUTH  
EXIT PACIFIC HIWAY  
TURN RIGHT 1/8 MILE  
FOLLOW SIGNS TO  
GATE 4
- I-8 FROM THE EAST  
TAKE I-5 SOUTHBOUND  
EXIT OLD TOWN AVE  
GO STRAIGHT AT EXIT,  
TURN RIGHT AT  
WITHERBY, FOLLOW  
SIGNS TO GATE 4
- FROM PT. LOMA  
LYTTON EASTBOUND,  
TURNS INTO BARNETT,  
DRIVE PAST GATE 2,  
STAY IN RIGHT LANE,  
WATCH FOR SIGNS AND  
QUICK RIGHT TURN

**MEMBERS AND CHAPTER  
SUPPORTERS ENCOURAGED  
TO ATTEND**

**SUGGESTED DRESS:**

**MEN – JACKETS PREFERRED/  
TIES OPTIONAL**

**WOMEN – COCKTAIL ATTIRE**

**6:00PM CHECK-IN**

**6:00 – 7:30 SOCIAL HOUR/MUSIC  
THE BUICK WILSON BAND**

**7:30 – BUFFET DINNER**

**8:30 -12A DANCING, PRIZES, ETC.**

**ONCE ON BASE (GATE 4)  
NORTH ON BELLEAU WOOD AVE  
LEFT ON HENDERSON AVE  
RIGHT ON DUNLAP RD  
RIGHT ON NEVILLE RD**

**ENTERTAINMENT COMMITTEE**

**JIM HOLMES  
(619) 518-2776**



**MICHAEL LEWIS  
(619) 261-1048**



**MENU**

**SALADS**

- WINTER FIELD GREENS
- TUSCAN GRAPE TOMATO &  
MOZZARELLA

**ENTREES**

- ROAST BREST OF TURKEY  
& CHEF'S APPLE-WALNUT  
CORN BREAD STUFFING
- BROWN SUGAR LOIN OF  
PORK
- CARVED PRIME RIB OF BEEF
- CHARBROILED FRESH  
SALMON
- PORTOBELLO MUSHROOM  
RAVIOLI & GRILLED SHRIMP

**SIDE DISHES**

- MASHED YUKON GOLD  
POTATOES & PAN GRAVY
- FRESH WINTER VEGETABES
- LIGHTLY CREAMED  
SNOWPEG WHITE CORN

**DESSERT**

- CHEF'S HOLIDAY DESSERT

**BEVERAGES**

- COFFEE, ICED OR HOT TEA
- NO HOST BAR



**IPSSA Region #7**  
 including  
 Carlsbad, Del Mar, Escondido,  
 North County Coastal,  
 East County, Metro and San Diego Chapters  
 Presents



# **The 19th Annual Regional Table Top Show**

## **Saturday, January 24, 2009 9:00 til 4:00 pm**

Meet all the major Pool & Spa Manufacturers, suppliers, builders, remodelers and many other specialists as they showcase their companies and products for you. Learn about new products to help you make more MONEY.

*Seminars and Exhibits are FREE to everyone in the Pool, Spa and Related Industries*

**HAYWARD MOBILE TRAINING CENTER WILL BE ON SITE**

### Seminar Schedule

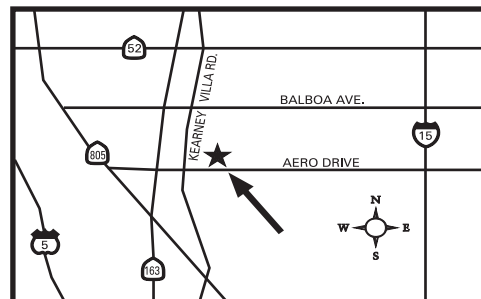
THEATER	ROOM I	ROOM II
9:00 - 10:50 <b>Advanced H2O Chemistry            by On Balance</b> QUE HALES DOUG LATTA KIM SKINNER	<b>UNDERSTANDING BASIC            ELECTRICAL FOR POOLS &amp;            SPAS</b>  DON WALL	<b>PREVENTING PLASTER            PROBLEMS – Part II</b>  GREG GARRETT
11:00 - 1:00 <b>Research findings regarding            plaster problems            by On Balance</b> QUE HALES DOUG LATTA KIM SKINNER	<b>THE INS AND OUTS OF            SALT CHLORINE            GENERATORS</b>  HAYWARD GOLDLINE CONTROLS	<b>BASIC PROGRAMMING            PENTAIR CONTROLLERS            for DUMMIES</b>  MARK R. LANE

*EXHIBITS OPEN 1:00 - 4:00pm*

## **GIANT RAFFLE**

**Be sure to bring some money to purchase raffle tickets.**

**LOCATION:**  
 Four Point Sheraton  
 8110 Aero Drive  
 San Diego, California 92123  
 Map Page: 1249 B-4  
 (858) 277-8888



For questions concerning show please call: (619) 464-6400  
[www.region7tabletop.com](http://www.region7tabletop.com)

# Workshop Registration Form

[www.pentairtraining.com](http://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:** 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 Travel  
Attn: Darla Unerstall  
1395 North Highway Drive  
Fenton, MO 63099

Attendee's Name  
(First and Last): \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_

License Number: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_

E-mail: \_\_\_\_\_

Workshop Location Attending: \_\_\_\_\_

Workshop Date(s) 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:**

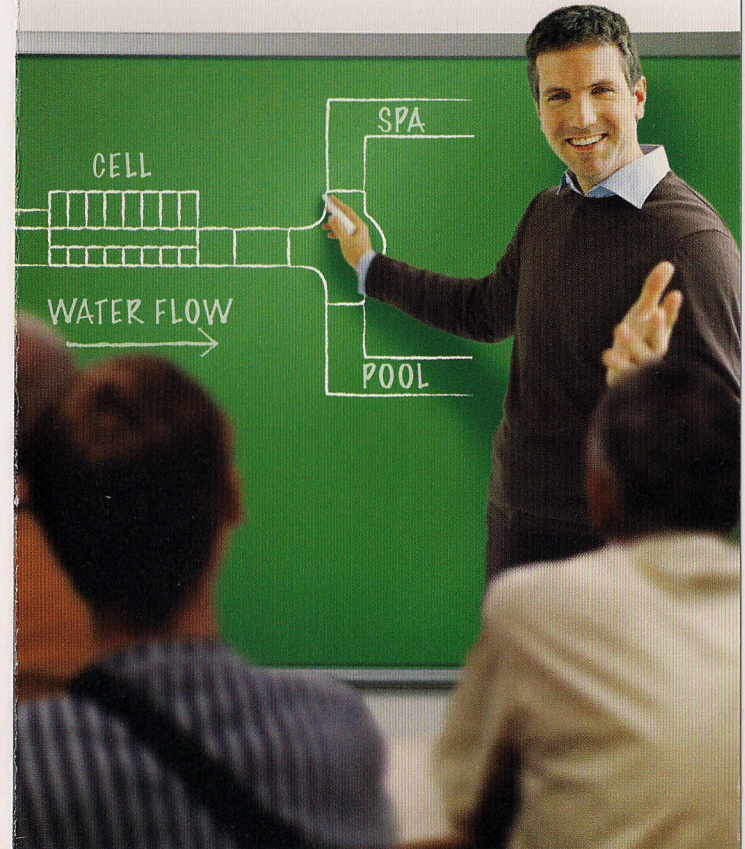
- Online at [www.pentairtraining.com](http://www.pentairtraining.com).
- Fax to 1-800-227-2989 – Faxed registrations must include a credit card number.
- Phone 1-888-755-7946 if paying with credit card – please have your credit card number available.



1620 Hawkins Avenue  
Sanford, NC 27330

## Training & EDUCATION

**Pentair Water**  
Pool and Spa®



**2008-2009 Equipment Training Series**

**Master today's technologies  
for tomorrow's success**

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## Stay ahead of the curve with technical training

Our workshops are offered in one-, two- and three-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
- Advanced Water Features
- Heat Pump Installation and Operation

The topics presented above are based on the length of workshop and regional need.

## You'll receive...

- A training kit that includes course outlines and manuals, a calculator, pen, multi-tool, and magnifying ruler—course outlines have been painstakingly developed to serve not only as educational tools but also as valuable field guides.
- APSP Recognized.

Receipt of payment guarantees your reservation.

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

## San Diego's 2009 Training Event Info:

Tuesday, February 3rd and  
Wednesday, February 4th  
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.

## Insurance Comparison

	<b>IPSSA</b>	<b>UPA*</b>	<b>ASAPP**</b>
<b>Ocurrence limit</b>	\$1M	\$1M	\$1M
<b>Aggregate limit</b>	\$3M max to to <b>each member</b>	\$3M max for each <b>chapter</b>	<b>All members share one \$5M limit</b>
<b>Popped Pools</b>	No specific limitation	No specific limitation	\$50,000 Max Limit
<b>Products Liability</b>	No specific limitation	No specific limitation	\$50,000 Max Limit
<b>Completed Operations</b>	No specific limitation	No specific limitation	\$50,000 Max Limit
<b>Overflow Claims</b>	No specific limitation	No specific limitation	\$50,000 Max Limit
<b>Haz Mat Claims</b>	\$5,000	\$5,000 (auto excluded?)	\$2,500 Max Limit
<b>Professional Liability</b>	\$50,000 coverage for inspections	None (?)	Excluded
<b>Fungi/bacteria</b>	\$25,000 for mold clean up	None (?)	Excluded
<b>Pollution</b>	\$50,000	None (?)	Excluded
<b>Repairs</b>	Covered with no specific limitation	Cannot act as a "contractor"	No more than 40% of revenue
<b>Deductible</b>	\$250 applies to property damage claims only	\$500	\$250 injury and property damage
<b>Acid wash claims</b>	\$50,000 limit	\$25,000 limit	None (?)
<b>Faulty Workmanship claims</b>	\$50,000 limit	None	None
<b>Diving Boards</b>	Installation & repair excluded	Repair, installation & removal excluded	
<b>Slides</b>	covered	repair, installation & removal excluded	
<b>Life Insurance</b>	\$50,000 sickness and accident	\$20,000 accidental death/dismemberment coverage only	none
<b>* Per UPA Newsletter</b>			
<b>** Per ASAPP Membership Agreement</b>			

**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](http://www.ipssasandiego.com/members)**

**Annual Installation  
Dinner Dance  
Fri. Dec. 5 – 6p-12a  
Bay View – MCRD  
Food, Fun, Prizes,  
Music, Dancing  
Details inside Skimmer**



**Next General Meeting  
January 21, 2009 – 7 p.m.  
Mission Valley Resort  
875 Hotel Circle South  
Mission Valley, south of I-8  
1/4 mile west of SR 163**

