



# The Skimmer

NEXT GENERAL MEETING  
JUNE 17, 2009  
MISSION VALLEY RESORT  
875 HOTEL CIRCLE SO.

JUNE

SAN DIEGO CHAPTER MONTHLY NEWSLETTER

2009

## President's Message

June. It's the beginning of the summer and the swimming season. The phone is ringing with requests from existing clients and potential new ones. The prices for gas, chemicals, cleaning equipment, pool pumps, filters, heaters, lights, control systems, etc., continue to increase. State income tax, sales tax, car tax all increase. The cost of running a business in the swimming pool industry continues to go up, not down. Yet, homeowners somehow think that because times are tough that they should be getting a break on the cost of having their pool or spa being serviced. They think that because times are difficult, the service person should be dropping his or her prices out of sympathy due to the financial crisis that we are all experiencing. As though the person providing the service is somehow insulated from the rising costs happening all around. Why would a business man or woman charge less for their services while their cost of doing business increases? When the suppliers that sell the chemicals, tools, and equipment, inform the industry that they have reduced their prices by 25% across the board, then maybe, the people providing the service will consider lowering their service charges. Otherwise, why would anyone in their right mind, consider lowering what they charge for their services, when their cost of doing business continues to rise? Give it some thought before you consider servicing a pool for less money than you would have a year ago.

The IPSSA BORD meeting is scheduled for August 1. It will be

## You can pay your dues by credit card

Are you aware that you can pay your IPSSA Dues by credit card? You can make a one time payment or set up monthly payments. Two forms are available on our website [www.ipssasandiego.com](http://www.ipssasandiego.com), click "**Members**", then "**Links-Rules-Forms**" then the form you want).

held here in San Diego. It is a great opportunity for San Diego IPSSA members to see what the hierarchy does up close and personal. Attending this meeting in its entirety will be worth continuing educational points. Whether you need the points or not you will be glad you attended.

The Region 7 picnic is scheduled for Sunday August 9. Please mark your calendar for this don't miss event. A.J. Wilson has put a tremendous amount of effort into making sure this event is the best picnic the region has ever organized. There is no charge to attend and you will be glad you did.

The August general meeting is being held at the Admiral Baker location. The meeting is a social event that counts as a general meeting with regards to attendance requirements. It is an opportunity for the chapter to provide a casual dinner evening for the members and the chapter supporters, as a way to say thank you and have time to socialize without the required business of a normal meeting. Please mark your calendar and attend all three events. You will be glad you did.

Cheers. Mark.

## New Yellow Cards now available

The New Improved Yellow Card is now available. If you have blank copies of the old Yellow Card please discard them and get some new ones. You may ask, how do I know if I have the old version or the new version? Excellent

question. The New Improved Yellow Card has the revision date in the lower left area "(Rev. 4/09)".

If you have completed Yellow Cards with a BLANK BACKSIDE or OLD TB MAP PAGES you need to replace them with the new version as soon as possible. (For the rules regarding Yellow Card requirements see the chapter "Sick Leave Plan" Article III Section 3.2.) Attention New Members!

If you have not yet received Yellow Cards please see Bill Peck for a supply of the New Improved Yellow Card.

## Members with Employees

If you hire a new employee or replace one you need to fill out an "Employee Membership Application" form. This form is available on our website ([ipssasandiego.com](http://ipssasandiego.com), click "members", "Links-Rules-Forms" then "Employee Application"). After completing it you can fax it to the IPSSA Financial Office at 888-391-5603.

PLEASE NOTE: **NO** chapter signatures or approvals are required when submitting the form.

<b>IPSSA San Diego – Chapter Supporters</b> (Updated 6/11/09) *Local Representative		
Contact	Company	Phone
<b>Gabriel Gurmilan</b>	<b>Abcana Industries</b> - Abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery	619-444-9900, 619-654-6724 cell 619-444-9804 fax
<b>Leigh O'Brien</b>	<b>Advantis Technologies</b> – advantistech.com - poolspacare.com Applied Biochemists, Blue Devil Chemicals	949-366-2153, 949-584-5220 cell
<b>Eric Svensson</b>	<b>Alternative Pool Systems, Inc.</b> Install/Repair/Service Automatic Pool Covers	619 445 9798
<b>Scott Coll</b>	<b>Aqual Azul Pool Tiling</b> – aquaazulpooltiling.com Glass tiling, remodeling, coping	619-490-9253 scottbcall@gmail.com
<b>Kenan Sachs</b>	<b>American Leak Detection</b> - americanleakdetection.com Electronic Leak Detection & Repair	619-233-5325, 888-368-5325 fax
<b>Lori Brumagen Derek Dalto*</b>	<b>BIODEX</b> – bio-dex.com lori@bio-dex.com Superior Line of Pool and Spa Chemical Products	800-617-3477, 623-512-1831 cell 619-565-5130 Derek
<b>Tony Ruf</b>	<b>BriteTile Pool/Spa Remodeling</b> - britetile.com Calcium removal, tile, deck-o-seal	619-260-1896 rruf@san.rr.com
<b>Bill Closson</b>	<b>Equity thru Energy</b> – controlledenergysavings.com Energy Management	858-549-0965 877-352-0606
<b>Jessica Marshall</b>	<b>Superior Creations, Inc..</b> – superiorswimmingpools.com Custom Pool and Spa Designs and Construction	619-445-4362 619-729-9303 Cell
<b>Tom Cox</b>	<b>Gardner Pool Plastering</b> – gardnerpoolplastering.com Quality Plastering/Remodels since 1969	619-593-8880, 619-593-8886 fax tomc@gardnerpoolplastering.com
<b>Scott Ragsdale</b>	<b>Hasa, Inc.</b> - Hasapool.com Manufactures liquid chlorine, distributes dry/specialty chemicals	661-259-5848, 951-634-1209 cell
<b>Alejandro Pinnick</b>	<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
<b>Tom Gharib</b>	<b>JNR Pool Plastering, Inc.</b> Pool and Spa remodeling, Coping, Tile, Concrete, Plaster	619-466-6571, 619-698-4745 Fax 619-654-4175 Cell
<b>Don Bowlin Derek Meere*</b>	<b>Kid Safe Pool</b> Safety Fences, Covers, Products	800-921-9681, 949-633-4292 858-205-7737Derek
<b>Michael Mamula Ed Mumford*</b>	<b>Leak Detection USA</b> – leakdetectionusa.com. Leak detection/repair for pools/spas/ponds–com.c.l/resd.	800-652-9062 ed@leakdetectionusa.com
<b>Justin Robinett</b>	<b>Leak Terminators</b> Leak Detection	619-563-7585
<b>Regina Rakowski</b>	<b>Nelsonite</b> nelsonitepoolanddeck.com Easy and Affordable, Quality Pool & Deck Coatings	760-828-6169 cell rrakowski@ellispaint.com
<b>Tracy Thornburg</b>	<b>Thornburg Enterprises</b> Manf.Rep. for Orenda Technologies chemical products. – algae, stain, and phosphate control.	623-809-0064 Phone/FAX 602-708-2204 Cell
<b>Don Wall</b>	<b>The Pool Doctor</b> sdpooldoctor.com Construction, Renovation, Remodel, Repair	619-445-4977, 619-445-4345 fax Dwall0001@aol.com
<b>John Moss</b>	<b>Poolsafe Cover Systems</b> poolsafe.com Service All Systems, Replacement, portable fences	760-580-4640
<b>Mary Ann Downing</b>	<b>Pool Safety Solutions</b> Pool safety education, Pool Safety Fending, Pool Safety Nets - Katchakid	858-603-2260
<b>Kirk Chapman</b>	<b>Poolscape Unlimited</b> Poolscapeunlimited.com Pool plastering - Complete Pool & Spa Renovations	619-561-0555, 619-561-1633 fax kirk@poolscapeunlimited.com
<b>Chuck Conti</b>	<b>Zodiak Pool Systems, Inc.</b> - .zodiacpoolcare.com Baracuda, Jandy, Nature2 & Polaris brand products	760-908-5125
<b>David Courey</b>	<b>Pool Surfacing 2000</b> - poolsurfacing2000.com Fiberglass and Fleck stone Specialist	858-273-9398, 858-273-2729 fax Davidps2000@pacbell.net
<b>Brandon Chase</b>	<b>SunChaser, Inc.</b> Solar and Water Heating Specialist	619-390-5287 sunchaserinc@cox.net
<b>Roy Heine Lori Bloom*</b>	<b>Suntrek Solar</b> - suntreksolar.com Thermal-Solar Pool & Hot water heaters, Photovoltaic systems	800-292-7648,949-795-8720 cell 760-891-9092, 760-317-6722 cell
<b>Kevin Wallace</b>	<b>Underwater Unlimited</b> Rust spots, Rebar, Cracks, Drain replacement	800-247-8393, 760-632-1822
<b>Peter Gozdeck</b>	<b>3 Step Billing</b> 3stepbilling.com Your Paperwork Alternative – Fax, Bill, Bank	619-339-7622 peter@3stepbilling.com
<b>Samantha Larimer Luke Weiser</b>	<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 Farrior</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>	619-518-4983	
<b>Region7 Director</b>	<b>Chuck Gough</b>	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 888-391-6203  
 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

**Blue Cards Due in July**

It's Summer and that means Blue Cards need to be submitted by the July General Meeting. Please hand your COMPLETED, LEGIBLE, Blue Cards to Paul Grimes at Jun/Jul General Meetings or mail to the Chapter PO Box with a postmark on or before July 15, 2009.

Blue Cards are at the heart of our Sick Leave Program. They are used to pre-plan coverage and assign sick pools.

Additionally, your Blue Cards are used to display your pool service company information on our referral website [www.poolservicepros.com](http://www.poolservicepros.com). If you leave the DO NOT list box unchecked, your company information will be displayed based on your Blue Card Zip Codes. Members have been receiving referrals from their web displays.

Contact Paul Grimes if you have questions or would like to customize your web display.

**It pays to Check Liquid Chemical Prices**

Do you know that chlorine and acid prices fluctuate and are different at each supplier? A recent check of prices is below. You'll have to do your homework to see if can save money and remember that shopping around may result in the higher priced suppliers lowering their prices.

Supplier	Case. Chlorine	Case. Acid
Supplier A	\$ 8.92	\$12.04
Supplier B	\$ 8.94	\$11.60
Supplier C	\$10.54	\$12.92
Supplier D	\$ 9.82	\$ 9.12

**No Time for Equipment Repairs?  
 Unfamiliar with Heaters, Controllers  
 or Variable Speed Pumps?**

One phone call keeps your customers happy and leaves you free to maintain your route.

ACS does not service pools and concentrates only on equipment repairs.

- Over 30 Years of Experience
- Paid Referrals or You Bill Customer

Call Gary Sevigny for help with the smallest pump seal job, more complex equipment installation, or adding automation. ACS does it all!

**ACS Pools**  
**Contractors Lic#481515**  
**E-mail- [info@acspools.com](mailto:info@acspools.com)**  
**(858) 486-9220**

## General Meeting Minutes

May 20, 2009

Call to order 7:10 PM

Pledge of Allegiance: Mike Gregg

Treasurer's Report: Jim Bauer- Jim reminded us all to always include a receipt when possible with reimbursement requests.

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

Jim Bradbury spoke regarding CPR classes. The next class will be on June 20, 2009.

Sick Leave Committee Report: Perry Mediate- Howard Guerrant is doing well. Perry reminded us all to notify the sick leave committee of any pending vacations.

Cynthia Wilson (A.J.'s wife) spoke regarding the upcoming picnic. It is scheduled for August 9, 2009 at Admiral Baker Resort.

Continuing Education Report: Jon MacArthur- Jon reminded us all to turn in completed point sheets as soon as possible.

Manufacturer's Rebate Report: Jon MacArthur- All filters have been sold. We have a lump sum of just over \$400 to spend. Suggestions were offered for how to spend the money.

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

Tom Gharib -JNR Pool

Kenan Sachs - American Leak Detection

Brandon Chase - Sunchaser Solar

Tracy Thornburgh - Orenda Technologies

Don Wall - The Pool Doctor

Jeff from PS2000

Harold Evans - Orenda Technologies

Kirk Chapman - Poolscape

Lori Bloom - Suntrek Solar

Marc Dunn - PEP El Cajon

Jim Talmich - SPP San Diego

Tony Ruf - Brite Tile

Bill Closson - Energy Through Equitiy

Potential members were called to the front of the room. Present included:

Dustin Wendt, Mark Middeldorf, Ernie Hale. Mike Harris, Gabriel Michel

Mike Harris was voted in as a new member.

Tracy Tornburgh and Harold Evans of Orenda Technologies gave a brief presentation

Tom Gharib of JNR Pool gave a

brief presentation.

Bill Closson of Equity Through Energy gave a brief presentation  
Meeting Adjourned 8:35 PM

Raffle:

\$100 - Mark Curran

\$25 - Gary Roberts

50# Tabs - Jim Bradbury

\$50 Gas card - Bill Peck

Padre Tickets - Perry Mediate, Stan Sheppard

\$25 Home Depot gift card - Howard Guerrant

Orenda pack- Eric Svensson

Pool Rx - Jim Holmes

Sport Chalet gift cards - Geoff Conradi, Jeffrey Waters

## Board Meeting Minutes

June 3, 2009

Phil Gardiner, Mike Gregg, Bill Peck, Jim Bauer, Mark Curran, James Morketter

Call To Order 7:25 PM

Mike Gregg agreed to help the new member committee in regard to communication problems with potential members.

Jim Bradbury informed Mark Curran that he (Jim) will finalize the sick leave bylaws and have them ready for print soon

We discussed the issue of a member who will miss all of the 2nd Qtr 2009 general meetings. The member notified the board that he has unavoidable circumstances which will in able him from attending the April May and June meetings. The board was notified in early May that he would not be able to attend these meetings, The board decided that if this member attends the July, August, and September 2009 meetings, we will not impose a fine.

Our speakers at the June general meeting will be Lori Brumagen from Biodex, Mike Ramey from Blake Sales and Peter Gozdeck from 3-Step Billing.

Gary Roberts has informed the board that he will work with Jim Bradbury and Phil Gardiner to coordinate advertising for the 2010-2011 member directory.

We discussed the issue of a member who has violated a number of chapter rules. He missed all of the 1st Qtr 2009 general meetings, was fined, but has not yet paid this fine. He also did not turn in a Blue Card in February 2009, was fined but did not pay this fine. The fine was increased in

accordance with our rules. He was assigned a sick pool the week of May 11, 2009, but did not pick up his yellow card within the allotted time frame. He will be fined for this infraction as well. On May 20, 2009 which was the first week of sick leave coverage, he informed the sick leave committee that he was leaving town for a three-week vacation and refused to take the sick leave assignment

The board is pursuing action in accordance with our standing rules as well as IPSSA rules regarding these matters.

Meeting adjourned 9:20 PM.

## Prospective Member Report

Mark Middeldorf, Mark's Pool Care, has met all the requirements to become a member and will be ready for a vote at the June meeting. Dustin Wendt, Aqua Tech Pool Service, may be ready for a vote but still needs to pass the Water Chemistry test.

The following people are at various stages of the membership process: Ernie Hale, Ernie's Pool Service, Gabriel Michel, Michels' Pool Service, Jason Cashman, Kelley's Pool & Spa, and Robert Del Castillo, Cornerstone Pool.

## Calendar

### 6/17 General Meeting 7pm

Mission Valley Resort

875 Hotel Circle North

### 6/24 R7 Board Meeting 7 pm

SCP Conference Room

5648 Copley Dr 858-467-9495

### 7/1 Chapter Board 7 pm

Kensington Grill

### 7/18, Blood Drive 8 am

Antique Row Café,

Lemon Grove

3521 Lemon Grove Av

### 8/1 BORD, Rgn 2 Westin San Diego

### 8/9 Region 7 Picnic 10am - 3pm

Admiral Baker Club—more info soon

### Future Board Meetings:

7/1, 8/5, 9/2, 10/7, 11/4, 12/2

### Future General Meetings:

7/15, 8/19 Dinner, 9/16,

10/21 Mandatory, 11/18

### Future R7 Board Meetings:

(All 7pm SCP): 6/24, 9/23, 12/16

**Subject:** How Today's Economy is Affecting Collections: An Important Message from

Dear Transworld Client:

How is today's economy affecting collections? The obvious answer is that, for almost every type of business, collecting money has become much more challenging. B2B businesses are having difficulty pushing their customers to pay sooner because they suspect their customers' businesses are suffering. B2C businesses are having similar problems collecting from consumers due to the negative impact layoffs and reduced work hours are having on disposable income.

The more relevant question, however, is this: "Given this pervasive downturn, what can a business owner do to get paid sooner while still preserving his or her valued customer relationships?" This is the reason I am writing you. Transworld clients seem to be responding to this challenge in two distinctly different ways and are experiencing, understandably, two distinctly different results.

The majority of my clients have stepped up their use of TSI. They are referring their accounts at an earlier age and are thus staying ahead of the delinquency curve. These Transworld clients are holding their own in terms of cash flow and profitability. I applaud their good business sense and am happy that Transworld has been able to assist them in this endeavor.

On the other hand, a small percentage of my clients are actually waiting longer to submit accounts to collection in a well-intentioned effort to show sympathy for those who have reneged on their financial obligations. This has placed an even greater burden on these businesses and in some cases is threatening their very ability to survive this protracted recession.

Don't let your business become another statistic. Transworld Systems is having a record year of financial growth and as such is constantly looking for ways to invest in and improve its service to you and your business. Feel free to contact me to discuss any questions you might have regarding your profit recovery services and the improvement of your business's bottom line.

As always, thank you for your continued business and all the referrals you send my way.

Best regards,

Tony Arsneault  
Transworld Systems  
anthony.arsneault@transworldsystems.com  
213-365-4325 ext. 23

## LEGISLATIVE ALERT - Tuesday, June 2, 2009

**VGB ENFORCEMENT ACT PASSES THE ASSEMBLY** AB 1020 (Emmerson), the SPEC-supported legislation to allow for state and local implementation of the federal VGB Act, passed the State Assembly this afternoon with a unanimous vote of 63-0. As passed, the bill requires that any new public swimming pool built after January 1, 2010, have split main drains – an issue that the VGB Act does not address. The next stop is the Senate Health Committee, which must pass the bill before the July 10<sup>th</sup> deadline for Senate policy committees to pass Assembly bills this year.

As the driving force behind this issue, we remain in regular contact with the bill's author and other interested parties. We will keep you apprised of any developments as they occur.

As currently drafted, AB 1020 mirrors the substantive provisions of the VGB Act. The legislation would require that all public pools install main drain covers that meet the latest ANSI/ASME anti-entrapment standards. Public pools that do not have either a split main drain or an unblockable main drain would also need to install an approved "device or system designed to prevent physical entrapment" – e.g., an automatic pump shut off or a suction-limiting vent system. Given that federal law already imposes similar requirements on public pools, the real effect of AB 1020 would be to require state and local health departments to enforce these provisions uniformly. Unlike most legislation, this bill contains an "urgency clause" and will go into effect as soon as it is signed by the Governor, rather than on January 1 next year.

SPEC has secured amendments to provide for uniform local enforcement of the act. With the SPEC amendments, the bill would require the state's Department of Public Health to develop a compliance form that public pool owners would be required to complete and file with their local health departments in order to establish their compliance with the law. This approach will provide for uniformity throughout the counties with regard to the requirements of the VGB Act and how public pool owners can prove compliance.

In addition, the counties have some issues. The Department of Public Health is proposing that public pool owners pay an annual fee of six dollars to offset the state's enforcement costs. This would be in addition to local fees already imposed. The counties oppose this new state fee, believing it to be excessive to the state department's costs. More importantly, the counties want to retain the option for either a County Board of Supervisors or a city council to require retrofitting all existing public pools with single main drains to split main drains. Assemblyman Emmerson opposes that provision for cost reasons but this issue likely will receive significant attention and debate during the next month.

SPEC will continue to be deeply involved in this process until the Governor signs AB 1020 into law.

**UNLICENSED CONTRACTOR PENALTY INCREASE BILL PASSES FIRST HOUSE** AB 370 (Eng) will significantly increase criminal penalties for contracting without state licenses. This SPEC-supported measure passed the Legislature last year but was vetoed by the Governor along with 130 other bills to "punish" the Legislature for not having passed the state budget.

Reintroduced this year, the measure is again officially sponsored by Los Angeles City Attorney Rocky Delgadillo, and is again supported by the Contractors State License Board (CSLB). After passing the Assembly on a 77-0 vote, the bill is scheduled for consideration by the Senate Business, Professions and Economic Committee next Monday.

As with last year's measure, AB 370 will increase the maximum potential fine for first time offenders from \$1,000 to \$5,000 and/or up to six months imprisonment. Second violators will face maximum fines of the greater of 20% of the price of the contract, 20% of the aggregate payments made to the unlicensed contractors or \$5,000, whichever is greater. A second offender could also be jailed for *no less* than 90 days. Third and subsequent convictions will be punishable by both fines and imprisonment. Fines will be no less than \$5,000 and no greater than \$10,000, 20% of the contract price or 20% of the aggregate payments made to the unlicensed contractors, whichever is greater. An iron bed in the county jail will also be made available for not less than 90 days nor more than one year. The bill will also require the court to order the unlicensed contractor to make restitution to all persons who made payments to the individual.

Unlicensed swimming pool contracting continues to plague the state, putting home owners and contractors at risk. SPEC will continue to lobby forcefully for the enactment of this measure. Indications by the Governor's office are that there will be no wholesale vetoing of bills this year. We expect AB 370 to pass the Senate handily and be signed and in effect on January 1, 2010.

**PHONY LICENSE LAW LOOPHOLE TO BE CLOSED** Legislation actively supported by SPEC to close a loophole in the law prohibiting using another person's contractors' license has passed the Assembly on a 78-2 vote. AB 1074 (Conway) would make it a punishable crime for a person to willfully and intentionally use, with the intent to defraud, any number that does not correspond to the number on a currently valid contractor's license held by that person. Current law makes it illegal for a person to use another contractor's license number. However the law does not address the situation where an unlicensed contractor uses a business license number or simply invents a number to "show" that he is a licensed contractor. A number of cases where unlicensed individuals have put fictitious numbers on their advertising and on pool construction contracts have been reported to SPEC and sent on to the CSLB for action. AB 1074 will give the CSLB necessary law to apply additional penalties in such cases.

**BAKERSFIELD HANDIMAN STUNG AS ILLEGAL POOL BUILDER** Last Wednesday and Thursday the CSLB staged a sting operation in Bakersfield which netted 24 unlicensed pool, landscaping and painting "contractors." One individual called his company "One Handy Man," which has a Web site that boasts of volunteer work for the ABC television show "Extreme Makeover – Home Edition." During the sting operation, the "Handy Man" owner, Joseph Alex Rogovoy, told the CSLB's SWIFT investigators that he and his wife could oversee installation of a swimming pool, landscaping and interior painting. Rogovoy and his wife, Summer Hufford, of Bakersfield, were given notices to appear in Kern County Superior Court on charges of contracting without a license and illegal advertising. Another target was Travis Kyle Merchant of Bakersfield

who was arrested for using his brother's contractor's license, a felony! His brother, Kristopher Merchant will receive an administrative citation for allegedly letting his brother use his license and could face criminal conspiracy charges.

SPEC members have been effective in sending reports of such activities to us so that violators can be reported to the CSLB for sting invitations. Major violators reported to the CSLB have been investigated and cited based on information provided by SPEC. Call 916-447-4113 if you have solid information on illegal pool contractor operations. Not every complaint results in legal action, but many do. Others who get wind of investigations disappear. California's budget crisis won't help with enforcement enhancement, but SPEC is working with the CSLB to keep its funding at an effective level.

**AQUARIUS CASE UPDATE** Three years ago Sacramento's Aquarius Pools abruptly closed its doors leaving 60+ unfinished pools and scores of subcontractors unpaid for work completed. This was a complicated case requiring extraordinary investigative work by state and federal officials. SPEC assisted homeowners with unfinished pools by uniting area contractors to complete the jobs at cost or at least at a discount. SPEC also worked overtime with the media and was extremely successful in deflecting pool industry bashing in newspapers and TV news programs.

There is still a major part of the investigation still being conducted. However, the manager of Aquarius, Gregory Wolfe and his wife, Teresa, were arrested with multiple counts of fraud, grand theft, filing false tax returns and other crimes. They were charged with embezzling more than \$435,000 from Aquarius Pools. California law also allowed subcontractors and suppliers to pursue \$1.2 million in unpaid Aquarius bills.

After court continuances and other delays, the Wolfes are scheduled for their preliminary hearing at 8:30 a.m., Tuesday, June 16<sup>th</sup>, in Sacramento Superior Court. We will keep you posted.

**SPEC'S FISCAL YEAR ENDS JUNE 30 AND YOU HAVE NEVER BEEN NEEDED MORE** The past year has been the toughest on our industry and on SPEC ever. If the pundits are right, we have started the turn-around. "I want to express SPEC's appreciation to you who have fought the hard fight, saved your businesses and have kept SPEC on the job," SPEC Board Chairman Bruce Dunn said today. "Never has funding been harder to come by for SPEC. But dedicated leaders, voluntary and staff, have make every dollar sent to SPEC work overtime so that we could remain the most effective pool industry association in the country. Your 2009-2010 membership dues were mailed to you last week. Please do your very best to keep SPEC alive in the year ahead. I urge you to send your check for as much as you feel SPEC is worth to your continued business success." Concluding, he noted, "SPEC's Annual Board of Governors meeting is set for June 18<sup>th</sup>. The Board will have the job of adopting a budget for the next year. Let us know that this great industry in California can once again be counted on protect itself by staying strong and vital. Mail your dues check today."

**STAY CURRENT WITH POOL INDUSTRY LEGISLATION WITH SPEC** The legislation reported on above is only a small portion of the measures that could have an affect on the pool and spa industry. But you can keep yourself up to date on all of the proposals now pending in Sacramento by going to the SPEC Web site – [spec@calspec.org](mailto:spec@calspec.org) - and clicking on "Law & Legislation." This will take you to a complete report on each bill requiring SPEC attention this year. To check on a bill's history just click on the bill number in blue. All actions on the bills, amendments taken, votes recorded committee staff as well as Senate and Assembly floor analyses, plus SPEC's own notations on the measures. It is the most complete legislative resource you can have.

But more importantly, SPEC isn't here to *report* bills: SPEC is here to **act** on bills! Our Web site is updated every day the Legislature is in session. Just go to [spec@calspec.org](mailto:spec@calspec.org) and you will be able to follow SPEC's work on your behalf on a daily basis. Remember, SPEC is the only pool and spa organization legally registered with the state to represent and advocate for you and your industry's protection. SPEC doesn't talk the talk. We walk the walk! Another reason to.....

**SUPPORT SPEC!**

Statistics on toddler drownings begin to rise each May, as weather warms up and doors are left open. The Center for Disease Control, the CDC released the latest statistics on unintentional injury fatalities and again drowning is the second leading injury caused of death of children ages one to four nation wide, only after car accidents...in 2006, in the US, 458 children ages one to 4 died from drowning. Experts state that at least 4 times that number are injured in non fatal drowning accidents.

California and Florida unfortunately have the reputation and distinction of having the highest number of childhood drownings. In 2006, 62 children ages 1-4 drowned in California. 16 were one year old, 27 were age 2, 11 were 3 years old. The numbers drop dramatically at school age, telling us that swimming lessons have likely reduced the numbers of drownings through the years.

These statistics from the CDC, show that we must re focus our efforts on protecting the one and two year olds and other young children.

California Drowning Deaths									
Age in Years	1999	2000	2001	2002	2003	2004	2005	2006	
0	8	9	11	6	4	6	5	4	
Age 1	36	26	33	22	20	26	40	16	
Age 2	24	20	24	17	22	15	26	27	
3	5	16	4	14	9	9	9	11	
4	6	9	7	7	1	7	6	8	
.Annual Total	79	80	79	66	56	63	86	66	509

The proven tactics are the combination of adult supervision, multiple layers of protection, quick rescue with CPR and water safety and swim skills for all. IPSSA members, please realize that a well placed powerful message to parents and pool owners can change decisions and save lives.

I'll cut to the chase- we have to give the whole message of drowning prevention - every time! We can't say just "teach the kids to swim" or "watch your kids", well yes that's part of it... active hands on adult supervision with boundary setting is key, along with barriers between the house and the water to keep toddlers out of the pool. Pool owners and parents must know how to react in a pool incident, with CPR if needed before EMS arrives... and everyone should learn to swim!

May is being proclaimed by San Diego County, the state of California and another 30 states, as Drowning Prevention and Water Safety Month and as National Water Safety Month by the National Drowning Prevention Alliance (NDPA). Please get the word out that drownings, especially of young children, don't just happen in warm weather, drownings can take place every month of every year, every where. Drowning is Preventable.

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

Drowning Prevention is Everyone's Business!

## Easy Extra Cash & Keep Your Customers Happy - *Why Not!* Recommend a Suntrek Solar Pool Heating System Today!



- 19 years in manufacturing and installing our patented solar pool heater systems
- Over 20,000 satisfied customers
- Suntrek collectors rated among highest ever tested (1024 BTU/Sq ft)
- Flexible custom made collectors can be installed anywhere that gets direct sun
- 15 year limited warranty unsurpassed in solar industry
- Made in the USA
- Extends your customer's swim season increasing the value of their pool

**Generate additional income by recommending Suntrek solar hot water and solar electricity systems**

***With Suntrek you can be confident your customers will be satisfied!***



**CALL TODAY! 760-317-6722**

Lori Bloom, Suntrek San Diego Manager and  
IPSSA San Diego Chapter Supporter



***Earn \$300 - \$1,100 per customer sale!***

**Get bill stuffers and sales materials so you can start earning your referral fees today!**

### **Solar Tax Credits and Rebates – Why Not for Pools?**

30% solar electricity and domestic hot water federal tax credits!

Big rebates from SDG&E for solar electricity and domestic hot water!

Why are there no incentives to install a solar pool heating systems? Because the incentive is a homeowner or commercial property makes back their investment in a solar pool heating system within only one to two swim seasons!

What else is so great about a solar pool heating system?

- Can be placed anywhere – on a south, west, or east facing roof, a flat roof, patio cover or on a ground rack.
- Works with the pool's current filtration system
- Systems should last 15+ years
- Minimizes greenhouse gas emissions
- Most installations take less than one day
- Relatively low maintenance since there are few moving parts
- Allows the pool owner to enjoy a much longer swim season for free!
  - The more they enjoy their pool, the happier they are to spend money to service their pool each week!

**AND YOU CAN EARN \$300 if you refer your pool service customer to Suntrek and we sell them a system! Your relationship with your customers is powerful – they trust you! Therefore your referrals mean a lot to us! Please call Lori Bloom (760-317-6722) at Suntrek with your referrals.**

# 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 – Apr 1-30, 2009 NOTE: MAY REPORT WILL BE DISPLAYED NEXT MONTH

	General	Education	Expense Description	General	Education
Cash on Hand (Beg. Bal.)	9,171.68	10,428.43	Cash Disbursements		
CD & Savings		10,862.59	Bank charges		
<b>Total</b>	<b>9,171.68</b>	<b>21,291.04</b>	Continuing Education		1,546.00
<b>Combined total</b>	<b>30,462.65</b>		<b>SPEC</b>	<b>200.00</b>	
Cash Receipts			Awards		
Dues collected by IPSSA	2,071.00		Door prizes Raffle		
Newsletter Advertisement			Newsletter		
Chapter Supporters	300.00		Legal/Professional Computer consulting		
Member fines	150.00		Meeting expense:		
Interest earned		10.55	- General meeting	435.02	
Rebate Program		2,945.00	- Western P&S Dinner		
CD Interest			- Chapter Board	497.18	
Water Chemistry book sales			- Regional Dues		
Other –H2O Watcher Tags			- Donation City of Chula Vista	140.00	
Fines: -			Office expense: Printing/Copies	21.75	
			Phone	37.19	
			Postage & Copies		
			Mileage		
New Member	150.00		- Deposit December Dinner		
Skimmer inserts			- Sick Leave		
Water Watcher tags	19.00		- Blood Drive Breakfast		
Directory sales			<b>Total Expenses in Month</b>	<b>1,3331.14</b>	<b>1,546.00</b>
Transfer from savings for Educ.			Cash on Hand (End Balance)	10,529.69	12,027.92
<b>Total Income in Month</b>	<b>2,690.00</b>	<b>2,955.55</b>	CD & Savings		10,872.60
			<b>Total</b>	<b>10,529.69</b>	<b>22,900.52</b>
			<b>Combined Total</b>	<b>33,340.21</b>	



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 June 2009 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 June 2009 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 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)**

**Next General Meeting  
June 17, 7 pm**

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**Blue Cards Due by  
July 15<sup>th</sup>. Give to  
Paul Grimes or mail  
to Chapter PO Box**



**Next General Meeting  
June 17, 2009 – 7 p.m.  
Mission Valley Resort  
875 Hotel Circle South  
Mission Valley, south of I-8  
1/4 mile west of SR 163**

