



# The Skimmer

NEXT GENERAL MEETING  
OCTOBER 20, 2010  
MISSION VALLEY RESORT  
875 HOTEL CIRCLE SO.

OCTOBER

SAN DIEGO CHAPTER MONTHLY NEWSLETTER

2010

## President's Message

The public's perception of the pool/spa maintenance side of the industry has historically been negative. Homeowners either think they can care for the pool themselves without any proper training or they can hire a neighborhood teen to take care of the pool for a few dollars an hour; just like having him mow the lawn or wash the car as a summer job. Hiring a pool service and finding one that is professional, licensed, insured, and properly trained is rare for the pool owner. The owner's experience typically is a long string of one pool Service Company after another with the homeowner disappointed each step of the way. This legacy continues to this day and it's no wonder that the public has such a poor impression of pool maintenance as a vocation.

If this perception can be changed and the public can gain an understanding of the importance of finding a true professional to service the pool, and there are true professionals out there, then the industry will benefit greatly. How do we get the homeowner to take the time to find someone who is qualified to service their pool? We can start by raising our standards of conducting business. Operate your business ethically, be licensed to perform the work, carry the proper insurance, act and look professional, and attend seminars to stay up to date with the changing technology. The public is hungry for improvement from the pool service industry and when it becomes evident that the industry is improving the word will spread.

Another challenge we face when it comes to improving the image of the industry is educating the many individuals who have entered the pool service business as a part time hobby. How do we get these individuals to

take their profession more seriously? Some have retired from their previous career, have a nice pension coming in, and have gotten involved cleaning pools as a way to stay busy and earn a little money to supplement their retirement. There's nothing wrong with that on the surface, however these individuals typically don't have the incentive to stay up with the latest technology or charge the going rates for service. After all, they didn't necessarily enter the business as a career, therefore they don't have to save for retirement, buy their first house, put their children through college, or any number of concerns a younger person has to think about who has entered the business as a career choice from the beginning.

The more professionally we conduct ourselves while performing our work, the more the word will spread that there are pool service companies out there that are legitimate, knowledgeable, responsible, and ethical. This will lead to the pool service profession becoming much more lucrative. And why shouldn't it become lucrative? After all, we are responsible not only for prolonging the life of the pool and pool equipment (a \$50,000 to \$150,000 or more item), but we are responsible for the health and safety of the individuals who enter the pool. Serious medical conditions could result if the water chemistry is not properly maintained. And pool safety is a life or death matter. The business should be as lucrative as the medical profession, the legal profession, or the financial profession, to name a few. Will we see the public change its perception of the industry to the point it's thought of on the same level as a doctor, a lawyer, a banker, or an accountant?

Maybe, but only if we continue to strive to better ourselves on a daily basis and prove to the public that it is worth it to pay more to have a true pool professional service the pool.

Cheers, Mark

## October General Meeting Mandatory

This Wednesday's general meeting is mandatory. Please arrive early to help expedite the check in process. Arriving late will cause the meeting to start late resulting in a late finish to the evening. Failure to sign in will result in a \$100 fine. Failure to attend will result in a \$100 fine. A double verification of attendance will be in place at this meeting. The revision of the Chapter's Standing Rules with each member's name and mailing label will be handed out at the end of the meeting. If a member fails to pickup a Standing Rules folder with his or her name on it at the end of the meeting, even if the member signed in at check in, the member will receive a \$100 fine for non-attendance.

## David Courey Chapter Supporter Award

Nominations will be taken for the first annual David Courey Chapter Supporter Award and a winner will be voted on at this Wednesday's meeting. The nomination form is in this edition of the Skimmer. In order to nominate a Chapter Supporter two steps must be taken. First, the nomination form must be filled out; nominations will not be accepted without the form properly filled out. Second the President must be made aware of the intention to nominate an individual prior to the meeting via phone message 619-579-1720 or e-mail [mtcurran@cox.net](mailto:mtcurran@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
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	<b>Gary Sevigny</b>	858-486-9220			
<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>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			

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<b>IPSSA San Diego – Chapter Supporters</b> (Updated 6/10/10) *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> – alternativepoolsystems.com Install/Repair/Service Automatic Pool Covers	619 445 9798
Susan Flowers	<b>Aquasalt, LLC</b> – Aquasalt.net Swimming pool & spa salt producer	866-549-POOL (7665)
Kenan Sachs	<b>American Leak Detection</b> - americanleakdetection.com Electronic Leak Detection & Repair	619-233-5325 888-368-5325 fax
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, 623-512-1831 cell 619-565-5130 Derek
Richard Smith, President	<b>Blue Moon Pools, Inc.</b> - www.bluemoonpool.com Pool Renovation / Pool Remodeling / Pool Plastering	619-258-7665 619-258-6383 Fax
Tony Ruf	<b>BriteTile Pool/Spa Remodeling</b> - britetile.com Calcium removal, install/repair tile, quartz/rock coping, deck-o-seal	619-260-1896 rruf@san.rr.com
Reed Chastang	<b>Dynamic Concrete Coatings</b> - dynamicconcretecoatings.com Your affordable Solution for Decorative Concrete!	619-201-8508 866-866-2798
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
Tom Gharib	<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
Don Bowlin Derek Meere *	<b>Kid Safe Pool</b> Safety Fences, Covers, Products	800-921-9681, 949-633-4292 858-205-7737Derek
Michael Mamula Ed Mumford *	<b>Leak Detection USA</b> – leakdetectionusa.com. Leak detection/repair for pools/spas/ponds–comcl./resd.	800-652-9062 ed@leakdetectionusa.com
Justin Robinett	<b>Leak Terminators</b> - Leak Detection	619-563-7585
Gil Koury	<b>Life Deck</b> - www.lifedeck.com Concrete Resurfacing & Staining, Waterproof Deck Coatings, Cleaning/Maintenance.	619-262-8600 619-262-8606 Fax
Regina Rakowski	<b>Nelsonite</b> nelsonitepoolanddeck.com Easy and Affordable, Quality Pool & Deck Coatings	760-828-6169 cell rrakowski@ellispaint.com
Don Wall	<b>The Pool Doctor</b> sdpooldoctor.com Construction, Renovation, Remodel, Repair	619-445-4977, 619-445-4345 fax DonWall@sdpooldoctor.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@poolscapeunlited.com
Reid Mirvis	<b>Pool Surfacing 2000</b> - poolsurfacing2000.com Fiberglass and Fleck stone Specialist	619-590-1420, 619-590-1469 fax Reid@poolsurfacing2000.com
Mark Larimer Luke Weiser	<b>Save Water</b> - savewatersd.com savewatersd@cox.net Mobile Pool Filtration	619328-9099, 619-328-1177 fax 619-402-0521 Cell (Mark)
Kristal Cavender	<b>Son Energy</b> – sonenergy.com Putting the Sun to Work for You - Solar systems	760-738-4066 X103 760-738-8602 Fax
Brandon Chase	<b>SunChaser, Inc.</b> Solar and Water Heating Specialist	619-390-5287 sunchaserinc@cox.net
Roy Heine Lori Bloom *	<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
Peter Gozdeck	<b>3 Step Billing</b> 3stepbilling.com Your Paperwork Alternative – Fax, Bill, Bank	619-339-7622 peter@3stepbilling.com
Jim Byers	<b>Thornburg Enterprises</b> Manf.Rep. for Orenda Technologies chemical products. – algae, stain, and phosphate control.	760-550-7057, 760-251-4970 fax
Kevin Wallace	<b>Underwater Unlimited</b> Rust spots, Rebar, Cracks, Drain replacement	800-247-8393, 760-632-1822
Samantha Larimer Ron Brooks	<b>Weiser Pools, Inc.</b> - Repairs, Installations, Heating and Automated Control Specialists	619-440-2480, 619-579-5396 fax weiserpools@cox.net
Chuck Conti	<b>Zodiak Pool Systems, Inc.</b> - .zodiacpoolcare.com Baracuda, Jandy, Nature2 & Polaris brand products	760-908-5125

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### General Meeting September 15, 2010

Call to order 7:05 PM

Pledge of allegiance: Bill Peck  
Treasurer's Report - Jim Bauer:

We're in good shape financially.

Secretary's Report - James

Morketter: September board meeting minutes were approved.

Vice-President's Report - Phil Gardiner: Phil announced the evening's speakers.

Chapter supporters and supply house representatives were called to the front of the meeting. Present included:

Reed Chastang, Harold Evans, Jim Byers, Dave Ogren, John Barba, Don Wall, Mike Gersch, Brandon Chase, Marc Dunn, Gil Khoury, Daniel Nicholas, Gabe Gurmilan, Joe Chavez, Tony Ruf, Jim Talmich, Ryan Hull.

Mark Curran recognized the underwriters of our picnic  
Peat Burke gave a brief presentation on pool service history

John Silcox spoke briefly regarding pool safety and drowning prevention.

Jon McArthur gave a brief report on continuing education. 28 members have not turned in their forms as of yet.

A reminder was given to designate a beneficiary for life insurance if you have not yet done so.

Mark Curran nominated Nobby

Mandolf for the B.K. Taylor award, followed by a unanimous vote.

Harold Evans from Orenda spoke briefly

A reminder was given regarding the upcoming standing rules revision. All members were advised to always use insured subcontractors to avoid legal problems

We have renewed the subscription of Service Industry News for all members.

A serious discussion regarding the importance of the ongoing Sick Leave coverage took place with examples of some of the problems created by the servicing members.

Raffle:

No winner for the \$100 prize

\$25 Rick Rowe

Tabs- Mike Walters

\$50 Gas card Ron Baker

Meeting Adjourned 8:15 PM.

### Board Meeting Sept. 1, 2010

Board Meeting October 6, 2010

Jim Bauer, Paul Grimes, Phil

Gardiner, Mark Curran, James

Morketter, Jon McArthur

Call to order-7:20 PM

We discussed strategies to streamline the check-in process at the

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IPSSA San Diego Chapter Supporter



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October mandatory meeting.

We discussed proposed changes to the standing rules based on input from members.

We formatted a rough draft nomination form for the David Courey memorial award.

We reviewed the status of fines due currently. Three members will be fined a second time for not picking up their assigned yellow card within 5 days, and not paying the initial fine.

7 members were fined for non-attendance of a general meeting in the third quarter 2010.

We reviewed issues with current sick leave pools.

Our costs for the 2010 Christmas party are well within budget.

We discussed issues regarding the chapter sponsored dinner at the WPSS in Long Beach. Specifically, with regard to reigning in costs.

Meeting Adjourned 9:00 PM.

### New Member Report

We have no prospective members in the application process at this time. We still have two who have completed everything except passing the Water Chemistry Exam.

## Calendar

**10/20 General Meeting** Future: 11/17  
**Mandatory Attendance Required**

**7pm** Mission Valley Resort

875 Hotel Circle North

**11/20, Blood Drive 8 am**

Antique Row Café, Lemon Grove

3521 Lemon Grove Av

**10/6 Chapter Board:** Future 11/3, 12/1

**7 pm** Kensington Grill

**12/15 Region 7 Board Meeting 7 pm**

SCP Conference Room

5648 Copley Dr 858-467-9495

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IPSSA, SAN DIEGO CHAPTER  
**DAVID COUREY MEMORIAL AWARD**

Nomination Form

History: David Courey was a long time Chapter Supporter of the San Diego IPSSA Chapter. David set the standard, a very high standard, for what constituted being a Chapter Supporter. He attended almost every Chapter general meeting. He involved himself in all of the charitable activities that the Chapter participated in; like the MS Walk, the blood drive, IPSSA information booths at a variety of fairs, and donated a large amount of food each year for the summer picnic, then volunteered to cook it.

Award: Since David's passing, the Chapter decided to honor a worthy Chapter Supporter, who exemplifies David's efforts, with the annual David Courey Award. The recipient should have demonstrated over the past year similar involvement with the Chapter following the example set by David. The award winner, should any be nominated, will receive a plaque and a second perpetual plaque will be on display at San Diego Superior. Should multiple Chapter Supporters be nominated, a vote at the mandatory October meeting will decide that year's winner.

Procedure: Each chapter member is eligible to nominate a current Chapter Supporter for this award. In order to nominate a C.S. the form must be filled out. The President just needs to be informed prior to the meeting via phone or e-mail of the intent to nominate (for agenda purposes). No nominations will be taken from the floor unless the form has been filled out and prior notice has been confirmed.

**Personal Information:**

**Nominees Name:** \_\_\_\_\_

**Year of becoming Chapter Supporter** \_\_\_\_\_

Criteria: The Chapter Supporter being nominated shall have contributed to the improvement of IPSSA and/or the pool service industry by any or all of the following. Describe nominee's significant contributions below.

1. **Demonstrates professionalism and conducts business ethically.**
  
  
  
  
  
  
  
  
  
  
2. **Contributes to IPSSA (attends General Meetings, contributes at meetings participates in Chapter Events).**
  
  
  
  
  
  
  
  
  
  
3. **Assists other service industry members (helps chapter members or other pool service professionals with expertise about his/her products and services: either through hands-on assistance or sharing information).**

Additional comments to support this nomination may be added on additional pages, if needed.

Submitted by: \_\_\_\_\_ Phone No.(\_\_\_\_\_)\_\_\_\_\_

## Chapters cannot pay dues/insurance for chapter Board members

From: Vickie Lester, MBA, CAE  
To: 'Chuck Gough' 'Mark Curran'

We were advised by legal counsel several years ago that chapters cannot pay IPSSA membership dues/insurance for their chapter Board members. Doing so could put IPSSA's tax-exempt status at risk, which is a very serious consideration.

IPSSA's tax exempt status is based, in part, on the fact that we are a mutual-benefit organization. That means that no part of the association's net earnings can be used to benefit any individual member. In legal terms, this is called an inurement. The fact that the inurement would benefit those who are decision-makers in the chapter makes it even worse, in the eyes of the IRS.

Therefore, those chapters that are paying their Board members' dues/insurance must discontinue doing so.

We realize this practice was created as an incentive for serving in the leadership capacity. If your chapter absolutely cannot recruit leaders without this incentive, you can consider granting them a stipend, which is a fixed sum of money paid periodically for services or to defray expenses.

The stipend is a consideration for the costs to your business for your service as a chapter leader. If you choose to give stipends, then that chapter leader would use those funds for expenses incurred during the volunteer work, like extraordinary cell phone charges, postage, office supplies, etc. IPSSA dues cannot be considered an expense for purposes of the stipend.

*Excessive stipends also could put the association's tax exempt status at risk, so be reasonable.*

*Those who might receive stipends should understand that this income must be reported when preparing their annual tax returns.*

*If your chapter standing rules say that the chapter pays for dues/insurance, you must remove those provisions using the procedures established for amending your standing rules.*

If you want to create stipends for chapter officers, this would need to be part of your standing rules as well.

## GOVERNOR SIGNS SPEC SUPPORTED WORKERS' COMPENSATION LEGISLATION

Last week, Governor Arnold Schwarzenegger signed SB 1254 by Senator Mark Leno (D-San Francisco) into law.

SB 1254 authorizes the registrar of the Contractors State License Board (CSLB) to issue a stop order to any unlicensed or licensed contractor who as an employer has failed to secure workers' compensation insurance coverage for his/her employees. The bill also establishes procedures to request a hearing to protest a stop order, and authorizes the Director of the Department of Consumer Affairs to designate 12 persons as peace officers for assignment to the special investigations unit of CSLB. Currently, the CSLB has only 3 peace officers.

The deteriorating economy has made it difficult for those engaged in business to make ends meet. Workers' compensation costs have often been cited as a primary example of the high costs of doing business in California. In some cases, legitimate contractors have gone out of business and have had to lay off their employee workforce. In some cases, those former employees who do not hold contractor licenses seek to work in the building or home improvement industry, and ultimately become unlicensed contractors. It naturally would follow that those contracting without a license would be unlikely to obtain workers compensation insurance for the workers that they may employ. This cuts the cost margins for the unlicensed contractor, and often allows the unlicensed contractor to undercut legitimate, licensed contractors on price.

Failing to secure workers' compensation insurance jeopardizes not only the employees of the unlicensed contractor, but also the consumer (often a homeowner). If a worker is injured on the job and there is no workers' compensation insurance, the homeowner may be held liable for medical costs. Often, homeowners insurance does not cover uninsured workers in such cases.

SPEC supported the efforts of the Legislature to better enforce the workers' compensation laws and protect consumers," said John A. Norwood, President of SPEC.

SB 1254 was also strongly supported by the CSLB, California Chamber of Commerce, State Building and Construction Trades Council, California Labor Federation and several other business trade associations.

## Continuing Ed. Deadline Looms

Only 2 more months until the end of probation period for the 2008-2009 Continuing Education period.

All members MUST turn in a completed form by 12/31/2010 or be expelled from IPSSA.

This is a list of members who have NOT turned in a completed form.

There will be a special sign in table at the Mandatory Oct. meeting for these members to sign in at and talk to Jon Mc Arthur about their option.

D Addario ,Chuck  
De hart, Bruce

Farrior, Pat  
Grosselfinger, Carlos  
Guerrant, Howard  
Hines, Jim  
Lerma, Joseph

Maidonado, Mario  
Miller, Robert  
Mirelez, Bernie  
Padilla, Mario  
Schultheis, Pat  
Smith, Michael  
Sweeney, Matthew  
Walker, Lavelle  
Waters, Jeffery

## GOVERNOR VETOES SPEC BILL TO COMBAT UNDERGROUND ECONOMY

Governor Arnold Schwarzenegger vetoed an important SPEC supported measure intended to combat the underground economy in the pool and spa industry.

AB 2770, co-authored by Assemblyman Bill Monning (D-Santa Cruz) and Assemblyman Bill Berryhill (R-Stockton), would have established a pilot program to investigate employment and payment practices within the swimming pool and spa construction industries underground economy. The bill initially would have applied to all employers in California, but an amendment was taken late in the legislative process to narrow the bill specifically to the pool and spa industry.

Under the bill, the Employment Development Department (EDD), in consultation with Franchise Tax Bureau, the Department of Justice, the Department of Insurance, the Labor and workforce Development Agency, and industry representatives would have developed and implemented set of criteria that, if met by a contractor, would trigger a recommendation for an audit or investigation by appropriate state tax authorities of the swimming pool or spa employer. The set of criteria would have taken into account all relevant factors including reported worker's compensation exemptions, ratio of building material to labor cost, the severity and number of violations committed by an employer. This bill would have authorized the EDD, after July 1, 2011, to take actions with respect to spa and swimming pool employers when the set of criteria indicates that a major violation of the law has occurred.

"Employers operating in the underground economy hurt everyone," explained John Norwood, President of SPEC. "The state loses billions of dollars each year in tax revenues, workers are forced to go without basic employment protections, and law-abiding businesses are confronted with unfair competition from scofflaw competitors." "It is unfortunate that the Governor did not sign AB 2770 into law. We believed the bill would have created an innovative program that would help weed out the bad actors in the business and even created more tax revenue for the state," said John Norwood.

According to the Employment Development Department's analysis of findings of the Internal Revenue Service, the underground economy in California is flourishing and is estimated to be between (continued on next page)

(SPEC continued)

## Gray Mottling Discoloration #1 From: Kim Skinner

\$60 billion and \$140 billion each year. The Franchise Tax Board and Board of Equalization estimate an average of \$8.5 billion in owed taxes go uncollected in California each year. Board of Equalization estimate an average of \$8.5 billion in owed taxes go uncollected in California each year.

SPEC supported the efforts of the authors of AB 2770 to target those employers that operate in the underground economy in flagrant violation of law, and not employers that commit minor or inadvertent violations of existing law.

AB 2770 passed the Assembly with a vote of 59-12 and the Senate with a vote of 24-3.

On a more positive note, Chairman Mike Geremia and President John Norwood attended a meeting on September 28<sup>th</sup> sponsored by the Contractors State License Board (CSLB) to discuss techniques to attack the underground economy. There were approximately 70 attendees including other contractor organizations representing HVAC, landscape, plumbing and specialty contractors. Besides the Contractors State License Board, the Franchise Tax Board, Employment Development Department, Department of Insurance and Department of Labor were in attendance.

CSLB and other state agencies stressed that, despite reduced staff resources resulting from state budget problems, they were committed to aggressively attacking the non-compliant contractor problem. Chief Enforcement Officer Dave Fogt indicated that stings provided the best opportunity for enforcement actions. He indicated that the Department used leads on non-compliant contractors submitted by SPEC members to invite contractors to bid at sting locations. He explained that 90% of those contractors that came to bid at a sting operation will result in successful prosecutions. He invited contractor organizations to provide properties for CSLB to use as sting locations.

In another change in tactics, Mr. Fogt explained that prosecutions for workers' compensation fraud were much more effective and quicker to prosecute than administrative proceeding for failure to be licensed or for tax evasion. As such, Mr. Fogt indicated that the CSLB wanted to target the top 13 counties in the state where local district attorneys were awarded the highest amount of workers' compensation fraud money from the Department of Insurance as these offices have a successful track record and incentives to work with CSLB to prosecute non-compliant contractors. Local district attorneys are awarded a portion of the approximate \$40 million collected from workers' compensation premiums for anti-fraud efforts and distributed by the Department of Insurance.

"Several of the contractor associations in attendance discussed how to raise the profile of the underground economy with the Legislature," noted Norwood. "There was talk of an informational hearing on the subject next session by the labor committees as well as various contractor groups working together to organize a legislative day in Sacramento where our members could meet with legislators and staff to discuss this problem. We will continue at SPEC to place a high priority on this issue."

Gray mottling discolorations occasionally occur in new white plaster swimming pools, and the cause of this plaster defect is being incorrectly assigned.

Gray (also spelled "grey") or darkened blotchy discoloration of cement flatwork is known to be caused by several improper practices, including the addition of calcium chloride to the mix (even less than 2%), late hard troweling, and sometimes a cement material issue can lead to this problem (Concrete Slab Surface Defects: Causes, Prevention, Repair Portland Cement Association 2001).

Although some discolorations are the result of metals precipitating and depositing various color residues onto the plaster surface, these are referred to as surface staining. Usually, this type of staining can be easily and safely removed from the surface by acid washing, sanding, using sequestering or chelating chemicals, or other stain removal products.

For this article, we are discussing a blotchy or streaky gray discoloration that develops during the first few months, a discoloration that is difficult to remove, and is often incorrectly termed as a "hydration problem" or "entrapped moisture." This type of dark discoloration should not be confused with metal or mineral staining.

NPC members, Greg Garrett and Randy Dukes, incorrectly claim that aggressive water or improper water chemistry startups causes the graying discoloration (NPC Jan-Feb 2004 & Fall 2007 newsletter, Techlines 7th Edition). There is no research study that supports their theory, not the Arch Study, the NPIRC studies, nor even references in the NPC Tech manual. Sadly, these incorrect claims enable some pool plasterers to avoid responsibility for improper practices, and place blame on to innocent service techs or pool owners.



Interestingly, to remove gray discolorations, Mr. Garrett and Mr. Dukes suggest that service techs perform a "zero alkalinity process" (a.k.a. significantly aggressive water with a Saturation Index of -4.0). If aggressive water is used to lighten gray mottling, how is it that slightly aggressive water caused white plaster to darken and turn gray, and in a blotchy, streaky, or spotting fashion in the first place?

Acidic treatments are an undesirable and improper suggestion for the service tech or pool owner to perform on a new plaster job. While the zero alkalinity process may occasionally lighten gray discolorations, it sometimes doesn't work, or the gray color returns soon afterwards. But the most unfortunate point is that the plaster surface WILL BE ETCHED after the zero alkalinity process is performed. Interestingly, the two NPC consultants have stated (conveniently at a different time or venue) that the  
(continued on other side of sheet)

worse thing you can do to a plaster surface is to maintain pool water with slightly aggressive water and etch it!

But how unfortunate for the service tech and pool owner (and convenient for the plastering consultant) if the gray discoloration isn't removed by the acidic process; because it will become difficult proving that it wasn't aggressive water that caused the gray discoloration in the first place. We suggest that service techs not perform a zero alkalinity process, because if performed, the service tech will probably end up "owning" that discolored plaster job, and the pool plasterer may avoid being held responsible.

Gray mottling of new plaster pools is sometimes accompanied with "white spotting" or "soft spots" (also incorrectly called "spot etching" or "etching deterioration" by the NPC). Research by independent cement laboratories have documented that white spotting and streaking is not the result of an aggressive (etched caused) condition, but is caused by improper workmanship practices and troweling techniques (such as adding lots of water while troweling) which results in localized areas of greater porosity (soft areas or spots) on the plaster surface.

Not surprisingly, Mr. Garrett and Mr. Dukes have also claimed that white spotting is caused by aggressive water. Yes, it is incredible that they claim that aggressive water causes both graying and white spots. Again, they have not produced any study that supports their position on this type of defect or discoloration. We caution service techs and pool owners not to be fooled or intimidated by these false and unproven claims, and to not accept the responsibility to attempt to remedy this plaster defect.

It would be a gesture of goodwill and unity if the NPC leadership would put a stop to this unfair victimization of innocent service techs and pool owners.

### **Subject: Gray Mottling Discoloration #2**

As discussed in our previous write-up (#1), NPC representatives Greg Garrett and Randy Dukes incorrectly claim that improper chemistry startups or aggressive water causes gray (or grey) mottling discolorations in new white plaster swimming pools. We (onBalance) put their theory to some tests. The following is an abbreviated summary from a series of our experiments, and we thank IPSSA for their assistance and financial donations.

New plaster coupons were made. A proper .45 water-to-cement ratio was used. Since calcium chloride is known to cause a darker hue of white plaster, none was added. And since late and hard troweling is known to cause the darkening and spotting of cement surfaces, no hard troweling was performed.

One plaster coupon was placed into water that had a low calcium content of 80 ppm, and a slightly aggressive SI of -0.3. After six months, no graying developed.

One coupon was placed in water with a low alkalinity of 50 ppm and a slightly aggressive SI of -0.3. After six months, no graying developed.

One coupon was placed in water that had both low calcium (80 ppm) and low alkalinity (50 ppm) and a moderate aggressive SI of -1.0. After six months, no graying.

One plaster coupon was placed in distilled water (meaning a zero calcium and a zero alkalinity), and a negative SI more than a -4.0. After six months, minor etching was noticed, but no graying.

Mr. Garrett has also cited high cyanuric acid levels as a cause of graying (NPC October 31, 2007 Newsletter). He references the Arch Study and others to support his position, yet interestingly, those studies don't mention anything about gray mottling discoloration.

Based on Garrett's claim, one coupon was placed in water that had 150 ppm of cyanuric acid and another one was placed in 300 ppm of cyanuric acid, each with a SI of -0.3. The water in these two tanks was also periodically (about every two weeks) treated with 10 ppm of chlorine. After six months, no graying of either coupon.

There is general agreement that acid startups don't result in gray mottling discoloration. Additionally, service techs have noted that new plaster pools filled with balanced tap water has occasionally resulted in gray mottling. This is further evidence that water chemistry has nothing to do with this type of discoloration. And when plaster coupons were made with calcium chloride added, graying was evident.

As mentioned before, both Greg Garrett and Randy Dukes contradict their claim by recommending a "zero alkalinity (aggressive water) procedure for 7 days to remove graying discoloration, even though aggressive water is what (according to them) caused the graying in the first place. In addition, their formula of adding one gallon of acid for every 2,000 gallons of water actually results in adding 2.5 times the amount of acid needed to reduce a total alkalinity of 100 ppm to zero.

Interestingly, Randy Dukes writes in his book "Pool Surfaces Problems and Solutions" 7th Edition 2005, that if the acid treatment doesn't work to remove the gray, then double the dosage of acid. That is far more aggressive than doing a Zero Alkalinity process. This method, he says, "will usually drive up the calcium hardness up to scaling levels 400 ppm to 600 ppm as the graying (or "hydration" as he often calls it) disappears, so dilute the calcium hardness with fresh water before rebalancing the pool." Is it really okay to subject the plaster to such an extreme condition that it etches that much calcium from the surface – and should one really expect this to still improve the appearance?

Yet, when it comes to maintenance chemistry, both Mr. Dukes and Mr. Garrett tell service techs that aggressive water is bad for the plaster and that it causes gray mottling discoloration. Incredible!

In summation, there is no study or documentation showing that aggressive water causes gray mottling discoloration in new white plaster pools. We challenge Mr. Garrett and Mr. Dukes to provide the documentation and science proving their claim. Until then, they should discontinue blaming "out-of-balance" water chemistry for this plaster discoloration defect. The NPC should put a stop to this unfair victimization of innocent service techs, and promote unity with the service segment of our industry.

We want to inform you that we have posted this article on the Pool Genius Network website, and Mitch Brooks, National Plaster Council's Executive Director, has publicly weighed in on this issue. If you are interested, click below to go directly to the blog site including all comments.

<http://www.poolgeniusnetwork.com/profiles/blogs/gray-mottling-dicoloration-2>

If you are not a member of this great website, we encourage you to join. It is free and contains a tremendous amount of information shared by industry members on all aspects of swimming pools. Go to Poolgeniusnetwork.com and sign up.

## 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).\*

**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:**

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

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

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

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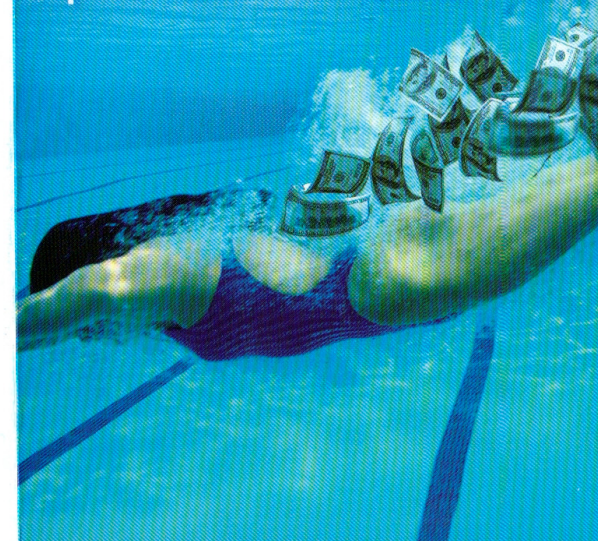
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Workshop Registration Form

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Please Reserve These Dates On Your 2011 Calendar **Now!**  
**Class Size Restricted For 2011**

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

## San Diego Chapter Financial Report – September 1-30, 2010

	General	Education	Expense Description	General	Education
Cash on Hand (Beg. Bal.)	11,668.17	10,622.29	Cash Disbursements		
CD & Savings		10,942.55	Bank charges		
<b>Total</b>	<b>11,667.18</b>	<b>23,175.47</b>	Continuing Education		
<b>Combined total</b>	<b>33,233.01</b>		SPEC Donation	200.00	
Cash Receipts			Picnic	629.71	
Dues collected by IPSSA	2,009.00		Door prizes Raffle	25.00	
Newsletter Advertisement			Newsletter	119.96	
Chapter Supporters – Picnic donations	600.00		Legal/Professional Computer consulting	100.00	
Member fines	750.00		Meeting expense		
Interest earned		1.88	- Chapter Board	183.76	
Rebate Program			- General meeting (Dinner)	476.08	
CD Interest			- Standing Rules meeting		
Member payment			- Regional Dues		
Other –H2O Watcher Tags			- Water Watcher Program		
Fines: -			Office expense:	74.73	
			Phone	19.94	
			Postage & Copies		
			Mileage		
New Member			- Service Industry News	1320.00	
Education Fund			- IRS payment	1.40	
Water Watcher tags			- Blood Drive Breakfast	111.51	
Directory sales			<b>Total Expenses in Month</b>	<b>3,262.05</b>	<b>0</b>
Transfer from savings for Educ.			Cash on Hand (End Balance)	10,348.65	12,039.63
<b>Total Income in Month</b>	<b>3,359.00</b>	<b>1.88</b>	CD & Savings		10,943.56
			<b>Total</b>	<b>10,348.65</b>	<b>22,983.19</b>
			<b>Combined Total</b>	<b>33,331.84</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 October 2010 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 October 2010 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:( ) \_\_\_\_\_

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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>EASTCOUNTRY</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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Service Association  
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San Diego CA 92167-1192  
[www. ipssasandiego.com/members](http://www.ipssasandiego.com/members)**

**General Meeting  
October 20 - 7pm  
Mission Valley Resort**

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**Mandatory  
Attendance!!!**



**Next General Meeting  
October 20, 2010 – 7 p.m.  
Mission Valley Resort  
875 Hotel Circle South  
Mission Valley, south of I-8  
1/4 mile west of SR 163**

