



The Skimmer

NEXT GENERAL MEETING
MARCH 16, 2011
MISSION VALLEY RESORT
875 HOTEL CIRCLE SO.

MARCH

SAN DIEGO CHAPTER MONTHLY NEWSLETTER

2011

President's Message

For those of you who have received a fine letter in the past, please understand that the Chapter Board would prefer not to fine anyone. When Blue Cards are due to be turned in it is well known what the due dates are, far in advance. The two months that they are due remain the same every year (March and August). It is also well known that when you are assigned a Sick Leave coverage pool you have five days to pick up the Yellow Card as well as return it within five days once you've been informed of the termination of the coverage. As a regular member of the Chapter you are required to attend at least one general meeting per quarter. Failure to meet these simple requirements will result in a fine, the amount varies depending on the specific category. Even though the Chapter Board would prefer not to fine anyone it must uphold the Chapter's Standing Rules and enforce those rules. Showing favoritism or making exceptions to the rules and allowing a violating member to avert a justifiable fine, only creates more problems for the Chapter as a whole and for future Board members. The Board's responsibility is to look out for the wellbeing of the Chapter and its members. Showing favoritism to a member who has broken a rule or missed a deadline is a disservice to the majority of the membership who abide by the rules and meet the various deadlines and requirements. If you have been fined and feel that the fine was in error, you may appeal the fine at the Chapter Board level. In order to do this you must pay your fine by the due date and include with your payment your request to appeal in writing. Your appeal will be heard at the next monthly Board meeting at which you will state the reasons you think the Board erred in fining you. If the Board agrees with your appeal, your fine will be rescinded and you will be reimbursed. If you are not sure whether or not you have a good case for a successful appeal, contact a Board member and simply ask. The Chapter Board will gladly rescind a fine if it is determined that an error was made.

Cheers, Mark

Sick Route Coverage Continues Filter Cleaning Is Due

The Sick Leave coverage for Mark Fleming is continuing and is now in its seventh month. The servicing members are encouraged to keep up the good work. If any problems should arise immediately contact Mark Fleming at 858-581-2569 and/or Sick Leave Chairman Ron Baker at 619-540-2275. The filters at all of Mark's pools are either due to be cleaned or are overdue to be cleaned. Before you move forward to perform a teardown of the filter you must get authorization from Mark Fleming at 858-581-2569. When you call have the customer information with you so Mark will know which pool you are referencing. If you receive his voicemail leave your name clearly, repeat your phone number, and reference the customer name so that Mark will be prepared when he returns your call. It is to your benefit to speak with Mark prior to disassembling, cleaning, inspecting, and reassembling the filter because he will be able to direct you on where the best spot is to clean the filter on the property. He will also be to save you some time and headache by letting you know of any idiosyncrasies at the particular location. Do not move forward with any filter cleanings or repairs without prior authorization from Mark. During inspection of the filter, should it be determined that parts need to be replaced, call Mark from the property and get authorization. Try and accomplish getting the filter cleaned at the pool you are servicing before the end of March. It is also very important that you bill Mark for the filter cleaning promptly. Failure to bill him within two weeks of performing the work will negate you getting paid.

Billing information: Mark Fleming
2948 Caminito Niguel San Diego CA
92117

On Passing of Frank Geremia, Jr.

The swimming pool and spa business lost one of the true giants in the business this last week with the passing of Frank



The Geremia family has been building swimming pools for over 50 years and Frank Geremia, Jr. began his career with the family business in

1959. Mr. Geremia was a founding board member and Chairman of the Board of SPEC for 12 years, and was the uncle of current Board Chairman of SPEC, Mike Geremia. Frank Geremia, Jr. was also appointed by Governor Deukmejian to serve as Board Chairman of the Contractor's State License Board and served as President of the Master Pools Guild. We have provided a link below to Frank Geremia, Jr.'s obituary for further information and to a guest book.

Comments regarding the passing of Frank Geremia, Jr. continue to be sent into SPEC. Former SPEC President Don Burns worked with Mr. Geremia for many years. We wanted to share Don's comments about Frank Geremia, Jr.:

"Frank was a fabled true giant in the swimming pool industry. Few have ever made such a vital impact on our industry as did Frank. He was not just a SPEC President for a dozen years, he was a SPEC founder and Governor for some 34 years. He led the industry through its most difficult governmental relations challenges at every level. There was not an issue that he did not resolve to the betterment of the industry and to California's swimming pool consumers. To have served with Frank as a colleague and friend has been a deeply rewarding experience. There is no one I will miss more. We have lost a great leader and I have lost a great mentor and friend." ~Donald Carlton Burns

Board of Officers

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

Committee Representatives

Sick Leave	Ron Baker	619-540-2275	Sick Leave	Terry Wehrly	619-818-3133
	Ron Magnant	619-804-1739	(Cont'd)		
Continuing Education	Brian Davis	858-688-3084			
	Stephen Heyer	619-563-6566			
Manufacture Rebate	Jon McArthur	619-464-0211			
	Gary Sevigny	858-486-9220			
Insurance	Bob Fowler	619-464-6400			
New Members	Bill Peck	858-673-8556			
Entertainment	Michael Lewis	619-261-1048			
Product Testing	Patrick Farrior	619-465-9545			
	Dale Eppard	858-571-1177			
Sfty/Drowning Prevt	John Silcox	858-467-0507			
Blood Drive	James Morketter	619-708-4972			
Website & Skimmer	Paul Grimes	619-518-4983			
Region7 Director	Chuck Gough	760 434-7623			

IPSSA Corporate 888-360-9505
Info. Vickie Lester 888-368-0432 FAX
 10842 Noel St #107, Los Alamitos CA 90720-2582

Billing - Cramer & Associates
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 Rocklin CA 95677 888-391-6203FAX
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760-632-1822 or 800-247-8393. Underwater Unlimited Inc.

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IPSSA San Diego – Chapter Supporters (Updated 1/10/11) *Local Representative		
Gabriel Gurmilan	Abcana Industries - Abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery	619-444-9900, 619-654-6724 cell 619-444-9804 fax
Leigh O'Brien	Advantis Technologies – advantistech.com - poolspacare.com Applied Biochemists, Blue Devil Chemicals	949-366-2153, 949-584-5220 cell
Eric Svensson	Alternative Pool Systems, Inc. – alternativepoolsystems.com Install/Repair/Service Automatic Pool Covers	619 445 9798
Susan Flowers	Aquasalt, LLC – Aquasalt.net Swimming pool & spa salt producer	866-549-POOL (7665)
Kenan Sachs	American Leak Detection - americanleakdetection.com Electronic Leak Detection & Repair	619-233-5325 888-368-5325 fax
Lori Brumagen Derek Dalto*	BIODEX – 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	Blue Moon Pools, Inc. - www.bluemoonpool.com Pool Renovation / Pool Remodeling / Pool Plastering	619-258-7665 619-258-6383 Fax
Tony Ruf	BriteTile Pool/Spa Remodeling - britetile.com Calcium removal, install/repair tile, quartz/rock coping, deck-o-seal	619-260-1896 rruf@san.rr.com
Reed Chastang	Dynamic Concrete Coatings - dynamicconcretecoatings.com Your affordable Solution for Decorative Concrete!	619-201-8508 866-866-2798
John Barba	Clear Water Pool Covers - www.clearwaterpoolcovers.com Service and nstall automatic pool covers	858-863-3202
Tom Cox	Gardner Pool Plastering – gardnerpoolplastering.com Quality Plastering/Remodels since 1969	619-593-8880, 619-593-8886 fax tomc@gardnerpoolplastering.com
Scott Ragsdale	Hasa, Inc. - Hasapool.com Manufactures liquid chlorine, distributes dry/specialty chemicals	661-259-5848, 951-634-1209 cell
Tom Gharib	JNR Pool Plastering, Inc. Pool and Spa Remodeling, Coping , Tile, Concrete, Plaster	619-466-6571, 619-698-4745 Fax 619-654-4175 Cell
Don Bowlin Derek Meere*	Kid Safe Pool Safety Fences, Covers, Products	800-921-9681, 949-633-4292 858-205-7737Derek
Michael Mamula Ed Mumford*	Leak Detection USA – leakdetectionusa.com. Leak detection/repair for pools/spas/ponds-comcl./resd.	800-652-9062 ed@leakdetectionusa.com
Justin Robinett	Leak Terminators - Leak Detection	619-563-7585
Gil Koury	Life Deck - www.lifedeck.com Concrete Resurfacing & Staining, Waterproof Deck Coatings, Cleaning/Maintenance.	619-262-8600 619-262-8606 Fax
Regina Rakowski	Nelsonite nelsonitepoolanddeck.com Easy and Affordable, Quality Pool & Deck Coatings	760-828-6169 cell rrakowski@ellispaint.com
Don Wall	The Pool Doctor sdpooldoctor.com Construction, Renovation, Remodel, Repair	619-445-4977, 619-445-4345 fax DonWall@sdpooldoctor.com
John Moss	Poolsafe Cover Systems poolsafe.com Service All Systems, Replacement, portable fences	760-580-4640
Mary Ann Downing	Pool Safety Solutions Pool safety education, Pool Safety Fending, Pool Safety Nets - Katchakid	858-603-2260
Kirk Chapman	Poolscape Unlimited Poolscapeunlimited.com Pool plastering - Complete Pool & Spa Renovations	619-561-0555, 619-561-1633 fax kirk@poolscapeunlited.com
Reid Mirvis	Pool Surfacing 2000 - poolsurfacing2000.com Fiberglass and Fleck stone Specialist	619-590-1420, 619-590-1469 fax Reid@poolsurfacing2000.com
Mark Larimer Luke Weiser	Save Water - savewatersd.com savewatersd@cox.net Mobile Pool Filtration	619-328-9099, 619-328-1177 fax 619-402-0521 Cell (Mark)
Kristal Cavender	Son Energy – sonenergy.com Putting the Sun to Work for You - Solar systems	760-738-4066 X103 760-738-8602 Fax
Brandon Chase	SunChaser, Inc. Solar and Water Heating Specialist	619-390-5287 sunchaserinc@cox.net
Roy Heine Lori Bloom*	Suntrek Solar - 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	3 Step Billing 3stepbilling.com Your Paperwork Alternative – Fax, Bill, Bank	619-339-7622 peter@3stepbilling.com
Jim Byers	Thornburg Enterprises Manf.Rep. for Orenda Technologies chemical products. – algae, stain, and phosphate control.	760-550-7057, 760-251-4970 fax
Kevin Wallace	Underwater Unlimited Rust spots, Rebar, Cracks, Drain replacement	800-247-8393, 760-632-1822
Samantha Larimer Ron Brooks	Weiser Pools, Inc. - Repairs, Installations, Heating and Automated Control Specialists	619-440-2480, 619-579-5396 fax weiserpools@cox.net
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General Meeting – 2/16/2011

Call to order 7:10 PM

Pledge of allegiance: Mike Gregg
Mark Curran acknowledged the

evening's greeters

Treasurer's report: Jim Bauer- We're doing very well financially. Jim handed out checks to members who earned education re-imburement.

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

Vice-President's report: Phil Gardiner- Phil gave a brief update on the status of current and prospective chapter supporters.

Chapter supporters, supply house reps etc. were called to the front of the room. Present included:

Reid Chastang

Lisa Helm

Tony Ruf

Joey Chavez

Tom Cox

Don Wall

Marc Dunn

Gil Khoury

Kirk Chapman

Regina Rakowski

Paul Grimes reminded everyone that Blue Cards are (were) due by the end of the meeting.

Jon McArthur spoke briefly regarding the nominating committee's progress.

Potential new members George Ludwig and Cynthia Wilson were brought to the front of the room.

Sick Route coverage: We have two members who are recuperating from recent injuries, however they do not require sick route coverage at this time.

Mark Fleming spoke briefly and announced that he is doing much better. Mark Curran reminded all members who are covering a sick pool for Mark Fleming that it is time to clean the filters for these pools. Be sure to bill Mark Fleming for this service as soon as possible, so that he can bill his customers.

Marsha Cook from The County of San Diego spoke briefly about water and waste disposal. A Q and A followed.

Raffle-

\$150 Mario Maldonado

\$25 Bernie Mirelez

50# Tabs Aaron Wicht

\$50 gas card John Baldwin

Meeting adjourned 8:25 PM

Board Meeting – 3/2/2011

Mark Curran

Phil Gardiner

James Morketter

Call to order 7:15 PM

We reviewed and edited the board member duties sheets that the nominating committee will use to recruit new members.

We reviewed the email from John Silcox regarding a request for \$500 from the chapter to purchase Life Jackets to be used during "April Pools Day."

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



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The board approved the request to donate \$500 to be used to purchase life jackets. We reviewed the status of a member who is in violation of various rules.

We reviewed the status of fines paid and those due to be paid.

Recent issues regarding the payment of continuing education money have been resolved.

Phil reviewed the chapter supporters which have paid or need to pay their renewal fees. Phil also suggested future speakers for upcoming meetings.

Mark asked that a slide show presentation be available at each general meeting.

We reviewed the members who must attend the March general meeting to avoid receiving a fine.

Meeting adjourned 8:15 PM

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Please keep us in mind whenever your client's pool needs cover service or installation work!

Calendar

3/16 General Meeting 7pm Future 4/20, 5/18
Mission Valley Resort, 875 Hotel Circle N.

3/19, Blood Drive 8 am

Antique Row Café, Lemon Grove
3521 Lemon Grove Av

3/31-4/2 Western Pool&Spa Show

Long Beach Convention Center

4/6 Chapter Board: Future 5/4, 6/1, 7/6

7 pm Kensington Grill

4/28 & 29 Certified Pool Operators (CPO)

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SPEC – Feb. 18, 2011 - Construction Enforcement Coalition Meets to Discuss 2011 Proposals

The Construction Enforcement Coalition, of which SPEC is a member, met this past week to discuss the year ahead. The coalition of approximately 30 businesses, associations, and labor representatives is led by Brad Diede of the California Professional Association of Specialty Contractors (CALPASC).

In attendance at the coalition meeting were representatives of several state agencies, including the Contractors State License Board; California Department of Industrial Relations; Employment Development Department; California Division of Occupations Health (better known as Cal-OSHA); and, the Labor Commissioner and State Attorney General's office.

Brad Diede of CALPASC reported that some members of the coalition had met with Secretary of Labor & Workforce Development Marty Morgenstern. Diede stated that Morgenstern seemed very supportive of the coalition's efforts, particularly the efforts to coordinate the activities and communication of the various state agencies enforcing flagrant violators in the underground economy. Interagency cooperation could be encouraged by the Governor without the help of the Legislature; therefore, making it simpler for the Administration to accomplish, with no new fees or regulations.

David Fogt, from the Contractors State License Board, announced that the CSLB, in coordination with the California Department of Insurance, is exploring a concept to establish a three-year partnering pilot program to go after violators. The program would be closely modeled after an existing program run by the CSLB and currently active in 19 counties. The pilot program would prioritize the pool building/plastering, heating and air conditioning, roofing, landscape and residential remodeling industries and address consumer complaints, uninsured employers, minimum insurance fraud, permit advertisements, illegal advertisements and payroll tax avoidance. To date, the partnering counties include San Mateo, Sacramento, Fresno, Los Angeles and Orange County.

The pilot program would start a coalition with staff from the following government entities: Contractors State License Board, Employment Development Department, California Department of Insurance, Division of Labor Standards Enforcement, California Building Officials, California District Attorneys Association. The Board of Equalization and the Franchise Tax Board would be encouraged to participate as well. Enforcement prioritization would be on the failure to withhold and remit payroll taxes, failure to secure workers' compensation insurance, workers' compensation premium insurance fraud and unlicensed practice. The measurement of enforcement actions taken would be tax audits, wage claim audits, administrative citations and accusations, and criminal convictions for unlicensed practice. The program was slated to be approved by the CSLB on February 1, 2011. The program does face a few hurdles. The state's hiring freeze is the biggest challenge. The CSLB and other interested agencies will be asking the Governor to unfreeze all positions that are paid by General Fund monies so that the agencies involved can shift some of their positions to implement the program. They believe the program will actually help increase revenue to the General Fund and are not asking for additional positions, simply a restructuring of existing positions.

In addition to the pilot program, there will likely be some legislation on the issue of workers' compensation and minimum premium policies. Assemblyman Bill Monning's Chief of Staff attended the meeting to discuss a potential proposal that would require the posting of the workers' compensation certificate at the job site, much like the posting of the building permits. After some discussion on the issue, there may be some change in the concept given the workers' compensation policies do not show how many people are employed, but just the amount of payroll. A working group will be formed to develop potential ideas.

The coalition is planning a Legislative Day for March 30, 2011. They have asked the Governor to speak and will ask attendees to visit their legislators to support the Governor's work on the coordination of the agencies to combat the underground economy. SPEC plans to participate in this important event and will be circulating information on how SPEC members can attend very soon. "There are over 30 trade association and company members of the coalitions and a big showing in Sacramento will be extremely important to gain the attention of the new Governor and Legislature on many issues relative to the underground economy," said John A. Norwood, President of SPEC.

SPEC - February 28, 2011 - SPEC To Co-Sponsor Legislative Day In Sacramento

The Spa and Pool Industry Education Council is co-sponsoring a Legislative Day and the State Capitol to be held in Sacramento on Wednesday, March 30, 2011. Headlined the Construction Enforcement Coalition-To Level the Playing Field, the "Day at the Capitol" is designed to bring the issue of the cash economy and non-compliant contractors to the attention of the Governor, Legislature and key regulatory agencies.

"SPEC has been at the forefront of the fight against non-licensed and non-compliant contractors," stated John Norwood, President of SPEC. "For years SPEC has facilitated complaints from its members to the Contractors State License Board. More recently, SPEC has joined with the California Specialty Contractors Association and many other organizations to attack this threat to our members."

The Construction Enforcement Coalition-To Level the Playing Field is a growing coalition of over 40 businesses, associations, and labor representatives focused on effective and fair enforcement of key California law and regulations in the construction area. The coalition has been joined by various state agencies including the California Department of Insurance, Contractors State License Board, Labor & Workforce Development Agency, Attorney General's Office, Franchise Tax Board, and Cal-OSHA to better coordinate and focus the efforts of the state agencies responsible for attacking this problem. The results are beginning to show. Already a trial program conducted in California's desert communities resulted in over 15 violations averaging fines over \$200,000 per violation. New efforts will soon be launching in target counties focused on the swimming pool and spa business, landscaping, HVAC companies and roofing contractors.

"Working with the government takes time and hard work," noted Mike Geremia, President of Geremia Pools in Sacramento. "The efforts we have made over the years are beginning to pay off. The "Day at the Capitol" will bring this issue to the attention of the Legislature and assist in obtaining additional enforcement dollars to fund these critical projects."

The agenda begins with a breakfast and lunch at the Citizen Hotel, where coalition representatives will perform a presentation for attendees and prepare them for their afternoon meetings. The afternoon will consist of team appointments with legislators. After the appointments, there will be a cocktail reception with Legislators at the Citizen Hotel, followed by a dinner with a guest speaker.

If you are interested in attending the "Day at the Capitol," please view the attached documents which includes a registration form that must be submitted by March 18, 2011.

Need To Drain a Pool? Follow these steps to protect the stormwater system

By Marsha Cook, DPW Watershed Protection Program

Private pools can be drained into the storm drain system, but steps must be taken to reduce pollutants in the water prior to discharge. Pollutants include, but are not limited to chlorine, bromine, algae, leaves, sediment, algaecides, acid, and metals.

Before draining a pool, test the water and make sure you are not discharging pollutants. Basically, water should have a neutral pH, between 7.2 and 8.0. Water should not contain chlorine or bromine at detectable levels. (County ordinance requires "zero ppm".) Postpone draining the water until these limits are met.

The water may not contain metals, such as copper. It may not contain algaecides. If metals, acids or algaecides are present, contact the local sewer agency for guidance or permission to discharge the wastewater containing acid, metals, or algaecide to the sanitary sewer system.

In addition to these criteria, drain the water slowly, in a manner that will not cause soil erosion.

Preparing to drain a "green pool"? The algae and debris accumulated in the pool are pollutants. These must be screened or filtered before discharging the water to the storm drain system. Dry the debris that is collected and dispose of it into the trash. (Note: If the pool contains a large number of mosquito eating fish, please contact the Vector Control Program, (858) 694-2888, so they can collect the fish.)

Discharging backwash wastewater to the stormwater conveyance system or receiving waters is prohibited. Backwash wastewater may be disposed to the sanitary sewer (with permission from the sanitary sewer agency); to a holding tank or settling pond; or by infiltration to the soil, but once again, any such discharge must not cause any type of soil erosion. Backwash water should never be drained to areas where children play as the spent filter media can contain viruses and other pathogens.

All stormwater agencies prohibit the discharge of pollutants to the stormwater conveyance system. Some cities may have stricter requirements than others. It's always best to contact the local agency for your work site to ensure you are complying with local requirements. For a list of stormwater agencies in the San Diego region go to:

<http://www.projectcleanwater.org/bmp/resources.htm>

Marsha Cook is an Education and Outreach Specialist with the County of San Diego, Dept. of Public Works, Watershed Protection Program. She can be reached at marsha.cook@sdcounty.ca.gov or (858) 694-2794.

The County of San Diego, Department of Environmental Health (DEH) has moved to the new County Operations Center in Kearny Mesa. Effective February 14, 2011, our new address is 5500 Overland Avenue, San Diego, CA 92123. Free parking is available in the adjacent parking structure located on Farnham St. The service counter at 1255 Imperial Avenue has closed.

Email addresses will not change, and our mailing address will remain the same:

P.O. Box 129261 San Diego, CA 92112-9261

For more information and updated phone numbers, please visit: www.sdcdeh.org.

From: FELECHNER, MICHAEL [mailto:MICHAEL.FELECHNER@poolcorp.com]

Sent: Wednesday, March 09, 2011 11:02 AM

Subject: Certified Pool Operators (CPO) Class Schedule - 2011

The pool industry is rapidly changing and PoolCorp is here to help you! It's just a fact that more and more commercial and residential customers are requiring that their pool tech show their CPO credentials for risk management and liability purposes.

In order to stay ahead and gain market advantage for the future, take advantage of these upcoming CPO classes that PoolCorp is hosting in your area:

March 10 & 11, 2011 – SPP Anaheim – 4900 E. Landon Dr. – Anaheim, CA 92807

March 24 & 25, 2011 – SCP Riverside – 780 Columbia Ave #1 – Riverside, CA 92567

April 14 & 15, 2011 – SPP Anaheim – 4900 E. Landon Dr. – Anaheim, CA 92807

April 28 & 29, 2011 - SCP San Diego – 5648 Copley Drive - San Diego, CA 92111

See the attachment for 2011 classes and printable registration form or visit:

<http://www.anotherperfectpool.com/CPO-2011Schedule.pdf>

To register online go to: <http://www.anotherperfectpool.com/RegistrationForm.html>

Filter Deal for Chapter Members, courtesy of Pentair Pool Products.

10 Pentair filters will be available for members to purchase at 80% SPPI prices, that's 20% off, on a first come first serve basis, one per member. **To purchase a filter, you must walk in to Superior San Diego with a check made out to IPPSA SD Chapter.**

of Filters at discounted prices and the amount you will pay.

3 FNS Plus 60 with backwash \$510.00, without backwash \$465.00

4 FNS Plus 48 with backwash \$470.00, without backwash \$420.00

3 Clean and Clear Plus 420 \$500.

Questions call Gary Sevigny 858-486-9220. Manufacture Rebate Co Chair

Nearly 100 ill after weekend swim meet at Naval Academy State health officials investigating pathogen that affected

By Liz F. Kay, The Baltimore Sun

Nearly 100 people have reported symptoms of viral [gastroenteritis](#) after a weekend swim meet at the U.S. Naval Academy in Annapolis, state health officials said.

Several athletes got sick on the pool deck during the finals session of the Maryland State Swimming Championships on Saturday, according to a letter on the Maryland Swimming website.

Of the 99 people who reported illnesses to Maryland Swimming after the weekend's events, 89 were swimmers, about seven or eight others were officials or coaches on the pool deck and others were parents or spectators, said Raymond Brown, the organization's general chair.

"This is unprecedented," he said.

The state health department is still testing stool samples from people who were sick to determine exactly what pathogen caused the illness, said Dr. Lucy Wilson, chief of the health department's center for surveillance, infection prevention and outbreak response. However, the symptoms match those of viral gastroenteritis, which typically passes within 24 to 48 hours, she said.

Gastroenteritis is caused by noroviruses, which are normally transmitted through contact with an infected person, such as sharing food or a water bottle, or on dirty towels or bathroom doorknobs — "anything where the [virus](#) would be on the material," Wilson said.

The pool itself would be an unlikely source, she said. The naval academy follows federal guidelines for maintaining the pool and cleaning it after biologic material has entered the water. "It would be unusual in a chlorinated pool where they were doing proper protocol for that to be the source of transmission," Wilson said.

Teams from all over Maryland competed in the championships, which began Thursday night and concluded Sunday evening, Brown said. The majority of the more than 800 participants ranged in age from 9 to 18, he said.

One swimmer, at the conclusion of a Saturday event, vomited on the pool edge as he left the water, Brown said. Meet officials stopped the competition for at least 45 minutes to clean up the area, treat the water and check disinfectant levels, which were within the proper range, he said.

Competition officials told coaches Saturday night to prevent any competitors with symptoms from swimming, he said.

About 20 percent of scheduled participants did not return to the venue on Sunday, he said.

Meet officials contacted the Anne Arundel County health department Sunday, which inspected the facility, he said.

Health officials also instructed the organization that only swimmers who had been without symptoms for 24 hours should participate.

So far state officials are not aware of any deaths or hospital admissions as a result of this illness, Wilson said.

Recommendations to avoid the spread of noroviruses include cleaning vomit and feces from surfaces and staying home if you are sick, Wilson said. Competitors have been told to wait until they have been symptom-free for 24 hours before going back to swim practice, she said.

liz.kay@baltsun.com

Pool and Spa for Sale

Coronado Cays. 30' x 10' play pool (3 ½x5x4) with a small infinity edge. Pebble interior finish. Plumbed with a separate cleaner suction line. Filter pump, jet pump, infinity edge pump. In-Line tablet feeder. Combination Pool/Spa Controller. The Equipment is in very good condition and is ground level with good access. The owner is a part-time resident, only here for vacations.

Weekly service at \$120.00 per month. Asking eight (8) times monthly for a negotiated payment plan, discount for paying in full. -George Ludwig, 365 Pool Services, (619) 892-4749,

365poolservices@gmail.com.

Dear fellow IPSSA member,

I am looking for someone to service several commercial pools during the week of April 3-10, 2011. If you know of someone qualified that you could confidently recommend would you please forward their information to me. Ideally, in our IPSSA chapter if possible. Your help would be greatly appreciated.

1. I will split up the pools between multiple persons if necessary
2. Route #1 : La Jolla Colony Colony, Interstate 5 & La Jolla Colony Dr. area within a 5 mile square, 10 pools. Payment: 8 @ 15.00, 2 @ 20.00 1-2 visits each.
3. Route #2 : Scripps Ranch/ Carmel Valley/Poway, area within 15 mile square. 8-10 pools, 12.00 -15.00 1-2 visits each.
4. I will pay for an orientation tour by the hour before handing over the pools.

Joe DiAnna, San Diego Chapter IPSSA, 858-774-1712



Region 7 Review

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

February/March 2011

IPSSA, INC. REGION 7 Board Officers

Chuck Gough, Director 760-434-7623
cabhgough@sbcglobal.net

Dan Ruiz, Treasurer 619-390-9490
dandips@cox.net

Peter Gozdeck, R7 Billing Agent
Office 619-229-1845
Cell 619-339-7622
Peter@3StepBilling.com
www.3StepBilling.com

Dustin Moors, Secretary 760-509-6482
DustinMoors@cox.net

Director's Notes

Region 7 Quarterly Report

Hope you are all enjoying the rain (joke) – but much needed!!

Reminder -- Next Region 7 meeting March 23. Please have any agenda items to me by March 20.

B.O.R.D.

From the Feb. B.O.R.D. meeting:

1. Dec. 31, 2010 census was 3,661.
2. All bylaws ballot measures passed.
3. A new program has been started with Pentair for IPSSA members to participate in, which could provide IPSSA with up to \$20,000 for education/research. This would function through Pentair's PIP program. In addition, Hayward will continue their program.
4. The existing policy on chapters that do not file tax data by the deadline will be enforced. But the good news is: IPSSA will be distributing \$40.00 per member in May to all chapters that have *all* their tax data in on time, not just 1st quarter 2011, but

ALBERT R. DAUGHERTY

The IPSSA family has lost a longtime, dedicated member. **Al Daugherty**, SD Metro member, passed away peacefully in his sleep Feb. 3 at the age of 80. Al had been battling cancer in the last year.

Al spent 30 years in the Navy. He was one of Metro chapter's founding members and is a past recipient of the B.K. Taylor Memorial Award.

Previously he was a member of the San Diego Chapter and was voted in as an Honorary Member.

DAUGHERTY, ALBERT R. of San Diego 10/22/1930 to 2/3/2011 Service 10am on Tues. 2/15 at Featheringill's Helix Chapel. Then to Riverside at 2:00 pm 619-583-9511.

Published in San Diego Union-Tribune on February 5, 2011

<http://www.legacy.com/obituaries/signon/sandiego/obituary.aspx?n=albert-r-daugherty&pid=148345175>

all! As this will be several hundred dollars per chapter, it is suggested that you donate some or all to SPEC, your favorite charity (of course the decision is up to your chapter) or redistributed to your membership.

5. The region directories will be published in house this year... Respond to Region 8 Director **Kurt Schuster** (phone: 602-488-7335, e-mail: badgerpool@yahoo.com) with the parameters for your chapter.

6. The original IPSSA protocol and the final NPRIC report for protocol 1 and a FAQ section have been posted to the IPSSA website.

7. \$7,500 has been approved for development of a second protocol. Any comments and/or suggestions should be directed to **Lance Sada** (phone: 951-837-6322, e-mail: npircipssa@verizon.com), the IPSSA liaison to the NPIRC.

8. SPEC has set up a program for service technician membership at \$9.00 per month... This is cheap for all that SPEC does for our industry.

9. Director **Dave Durkin** announced that the National Electrical Code now requires all pumps/motors installed after January 1, 2011 have GFCI protection. California has adopted this code, and it is expected other states will follow.

Calendar of Events

- **Daylight Saving Time Begins**
- **R7 Board Meeting**, Wed., Mar. 23, 7:00 p.m., SCP Conference Room (858-467-9495), 5648 Copley Dr., San Diego.
- **Western Pool and Spa Show**, Mar. 31-April 2, Long Beach Convention Center, Long Beach, CA. www.westernshow.com
- **R7 Board Meeting**, Wed., June 22, 7:00 p.m., SCP Conference Room (858-467-9495), 5648 Copley Dr., San Diego.
- **R7 Board Meeting**, Wed., Sept. 28, 7:00 p.m., SCP Conference Room (858-467-9495), 5648 Copley Dr., San Diego.
- **R7 Board Meeting**, Wed., Dec. 21 (one week earlier due to Christmas), 7:00 p.m., SCP Conf. Rm. (858-467-9495), 5648 Copley Dr., SD.

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

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

Water Chem books available from San Diego chapter

----- Original Message -----

From: [Peck Pool Services](#)
To: [IPSSA R-7: Nancy Gillespie](#)
Sent: Tues., Feb. 22, 2011 6:42 PM
Subject: Water Chem books...

The San Diego Chapter has just ordered a case of the Water Chemistry books. There are 38 per case, and it will be a long time until we use these up. Therefore, I want to offer the other R-7 chapters a chance to buy copies from us at our cost of \$19.95 each (includes shipping). We include a copy with our new member package (they pay for it at cost), and if anyone else does this, it is a chance to get it at \$19.95 without buying a full case.

Members who log into ipssa.com can buy these for \$24.95 each (plus shipping); non-members pay the cover price of \$49.95. So a chapter that needs several but not a whole case can save some \$\$ if they want to.

If a chapter decides they want some, they will need to contact me, tell me how many, and write a check to "IPSSA San Diego Chapter". Then I will make arrangements to get them out.

-**Bill Peck**, San Diego chapter

R7 Table Top Photos

----- Original Message -----
From: "Paul Grimes"
Sent: Thurs., Feb. 17, 2011 7:08 PM
Subject: R7 Table Top Photos on-line

Hi Members and Supporters:

Photos of the Region 7 Table Top are now on-line at the below link. Thanks to **John Silcox** and **Paul Grimes** for taking the photos.

<http://www.region7tabletop.com/photos11.html>

-**Paul Grimes**, San Diego Chapter Table Top Webmaster

SPEC Donations

On Thu, Feb 17, 2011 9:25 a.m., John Norwood JNorwood@nalobby.net wrote:

Vicki:

Congratulations on a very successful meeting last weekend. The casino night was fun and dinner was very good. On behalf of SPEC, I very much appreciate the money that was raised from the IPSSA chapters. I will be sending a list of the individual contributions for your records. I think the total was a little over \$27,000; about \$3,000 of that I believe is still "In the Mail". SPEC certainly needs the support, as the association's fundraising is still down over \$50,000 from last year and well over \$100,000 from traditional levels of fundraising. We still have a few months to make up the difference, and I am hopeful **Mitch Brooks'** membership program is starting to take hold. See you at the Western Show. Take care☺

JOHN A. NORWOOD
 Norwood & Associates
 915 L Street, Suite 1110
 Sacramento, CA 95814
 916-447-5053 / 916-447-7516 fax
jnorwood@nalobby.net

5 Questions You Must Ask Your Customers That Will Save You Money

By [Deborah A Taylor](#)

If you seem to be throwing lots of time and money at advertising with dismal results, then these five questions could save you money and build customer loyalty.

1. How did you hear about us? It is important to understand what marketing channels are working for you. If the majority of your new customers are coming from word of mouth referrals, create opportunities for more referrals. Don't spend your hard-earned cash on advertising to people who don't know and love you.

2. What was your main reason for choosing us? I am constantly reminded that price is not the main reason people choose to do business with you. Trust that you can provide the right product or service is the No. 1 reason. But there are others, and you need to know the

reasons why customers choose you, because this is essential to your communication with existing and potential customers.

3. What is one thing we do really well for you? This question gives you clues about why you are better than your competitors--and this creates opportunity to exploit your strong points in your marketing. Customers will tell you why you are better than the guy down the road. Your job is to make sure that you keep delivering well on your strengths.

4. Is there anything we could we do better? This is the number one reason why business owners don't do customer surveys, yet this is vital information that you need to know. You need to know where the gaps are so you can plug them. Don't allow your weaknesses to be your competitors' advantage.

5. On a scale of 1 to 10, how likely are you to refer a friend or colleague to us, where 1 is not likely at all and 10 is extremely likely? Those of you who are familiar with net promoter score will know that a customer who scores 9 or 10 is a strong referral source. You also want to ask them why they have given you this score so that you can understand what is important to your best customers and be sure that you continue to meet their expectations.

So there you have it. With the answers to these questions, you can create marketing plans that have a balance of strategies for attracting new customers as well as retaining existing ones. You will know what areas you need to work on and what you need to constantly keep on top of to avoid losing customers.

About the Author: Debbie Taylor works with small and medium sized businesses to transform their business results. Her expertise is in marketing, business planning and sales and she has worked with clients in over 70 different industry sectors. You can find out more about Debbie, her business services and the results she has achieved for clients at <http://www.insightbusiness.co.nz>.

Article Source:
<http://EzineArticles.com/?expert=Deborah+A+Taylor>
<http://EzineArticles.com/?5-Questions-You-Must-Ask-Your-Customers-That-Will-Save-You-Money&id=5123258>

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 – February 1-28, 2011

	General	Education	Expense Description	General	Education
Cash on Hand (Beg. Bal.)	19,479.98	8,705.12	Cash Disbursements		
CD & Savings		10,947.83	Bank charges		
Total	19,479.98	22,983.19	Continuing Education		142.50
Combined total	39,132.93				
Cash Receipts			Bank Error		
Dues collected by IPSSA	1,919.00		Door prizes Raffle	175.00	
Newsletter Advertisement			Newsletter		
Chapter Supporters –	2,850.00		Legal/Professional Computer consulting		
Member fines	300.00		Meeting expense		
Interest earned		0.75	- Chapter Board	200.00	
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:		
			Phone	20.59	
			Postage & Copies		
			Mileage		
New Member			- Annual PO Box rental		
Education Fund			- IRS payment	0.26	
Water Watcher tags			- Blood Drive Breakfast		
Directory sales			Total Expenses in Month	871.93	142.50
Transfer from savings for Educ.			Cash on Hand (End Balance)	19,338.48	8,705.87
Total Income in Month	5,069.00	0.75	CD & Savings		14,129.47
			Total	19,338.48	22,835.34
			Combined Total	42,173.82	



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 March 2011 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 March 2011 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>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 Hghts		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)**

**General Meeting
Mar. 16, 7pm
Mission Valley Resort**

**Blood Drive, Mar. 19, 8am
Antique Row Café
Lemon Grove**



**Next General Meeting
March 16, 2011 – 7 p.m.
Mission Valley Resort
875 Hotel Circle South
Mission Valley, south of I-8
1/4 mile west of SR 163**

