



The Skimmer

GENERAL MEETING
SEPTEMBER 19, 2012
MISSION VALLEY RESORT
875 HOTEL CIRCLE

SEPTEMBER SAN DIEGO CHAPTER MONTHLY NEWSLETTER 2012

PRESIDENT'S MESSAGE

Warm tidings to you all. And I mean freakin' warm!! It is 103 degrees as I write what I fondly refer to as the "Prez Mess" (president's message). Remember back if you will, to a cloudy, cool 4th of July, when we all said, "what a mild swim season it has been". Well, the end of summer has been a "hot mess" for us all. We can look forward to fall and hopefully some cooler days soon.

Don't miss the September General Membership Meeting

this Wednesday the 19th for a number of reasons. 1) This is your last opportunity to satisfy your 3rd Quarter attendance requirement. 2) The Health Department will be our guest speaker for the evening and will answer all of your commercial questions. 3) The members only door prize has rolled over to \$200 (must be present to win). 4) The entertainment committee will have the latest on the summer picnic. 5) I will be reporting on San Diego IPSSA's Operation Homefront. 6) Nominations need to be submitted this month for the 2012 B.K. Taylor Award.

I would like to think that all of our members are taking a few moments to look over The Skimmer. We are making an effort to provide informative and interesting content. For those of you that are still reading, I would like to reward you by offering an official IPSSA Logo Backpack to the first member to raise their hand at the meeting and answer the following trivia question: Who was the recipient of the inaugural B.K. Taylor Award in 1995?

Stay Cool!
Mike Anderson

Chapter Picnic – September 22nd 11am, Santee Lakes

Chicago-style BBQ – Raffle Prizes – BBQ Grill – Recreational Games – Thanks to our Chapter Supporters!

Charcoal barbecuing is a hobby of mine. I grew up in the Chicago suburbs. My dad worked for the FBI in the 60's and he also had a part time job as a security guard at Monkey Wards. Wards had a demonstration on these new Weber grills. Their big selling point was the fact that you could cover it and save the unused charcoal for next time. My dad was sold and bought a grill for \$50, which was crazy for a charcoal grill in 1961. He had the grill for 30+ years and replaced it just to replace it. For the September Picnic, we will be cooking authentic Chicago-style BBQ. We start out with fresh chicken wings that we grill twice indirectly to insure fall off the bone texture. They will be tossed in two different sauces. The original spicy buffalo sauce as served on the original wings in Buffalo New York, and the other is a teriyaki-honey-brown sugar sauce. We will also have (insert Chicago accent here) some eye-talian sausage. The sauce is a red sauce that starts out with tri-colored peppers simmered in olive oil, along with fresh eye-talian seasonings and garlic. They are great alone or on a toasted baguette. Lastly, our famous handmade bacon cheddar burgers will be made to order after the wings and sausages are simmering in crock pots in a holding pattern. If there is a big RSVP, we can add pulled BBQ pork and beer brats Wisconsin style.

Thanks, Dick

**Last Chance to attend a third quarter meeting September 19th
if you have not attended a meeting you will be fined \$150.**

Board of Officers

President	Michael Anderson	619-589-8848	6055 Winfield Ave La Mesa CA 91942
Vice President	Joe Dianna	858-774-1712	14350 Carnitas St Poway CA 92064
Treasurer	Patrick Nieratko	858-279-7386	10312 Carioca CT San Diego CA 92124
Secretary	Matthew Sweeney	858-229-4209	9450 Mira Mesa Bl Suite C-319 San Diego CA 92126
Past President	Mark Curran	619-579-1720	PO BOX 9944, San Diego CA 92169

Committee Representatives

Sick Leave	Ron Baker	619-540-2275	New Members	John Silcox	858-467-0507
	Ron Magnant	858-586-1188		John Baldwin	858-354-7946
	Terry Wehrly	619-462-8745		Bernie Mirelez	619-818-5536
Continuing Education	Brian Davis	858-688-3084		George Ludwig	619-892-4749
	Stephen Heyer	619-563-6566	Manuf. Rebate	Jon McArthur	619-672-3760
	Jon McArthur	619-672-3760		Gary Sevigny	858-486-9220
Insurance	Bob Fowler	619-464-6400			
Entertainment	Jeff Marshall	619-390-9456			
	Robert Miller	619-443-0547			
Product Testing	Patrick Farrior	619-465-9545			
	Dale Eppard	858-571-1177			
Sfty/Drowning Prevnt	James Morketter	619-708-4972			
Blood Drive	James Morketter	619-708-4972			
Website	Paul Grimes	619-518-4983			
Region7 Director	Joe Lukacik				

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

Billing - Cramer & Associates
 PO BOX 1617 888-391-6012
 Rocklin CA 95677 888-391-6203FAX
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Ray Arousty 805-955-9555
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760-632-1822 or 800-247-8393. Underwater Unlimited Inc.

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IPSSA San Diego – Chapter Supporters (Updated 9/12/12) *Local Representative		
Eric Dominguez	Abcana Industries - Abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery	619-444-9900, 619-654-6724 cell 619-444-9804 fax
Eric Svensson	Alternative Pool Systems, Inc. – alternativepoolsystems.com Install/Repair/Service Automatic Pool Covers	619 445 9798
Kenan Sachs	American Leak Detection - americanleakdetection.com Electronic Leak Detection & Repair	619-233-5325 888-368-5325 fax
Lori Brumagen Derek Dalto*	BIO-DEX - bio-dex@bio-dex.com / info@bio-dex.com Pool and Spa chemicals / Custom formulated for the industry	800-617-3477, 623-582-2405 fax 619-565-5130 Derek
Richard Smith, Joey Chavez, Rep.	Blue Moon Pools, Inc. - www.bluemoonpool.com Pool Renovation / Pool Remodeling / Pool Plastering	619-258-7665, 619-920-4290Joey 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
Michael Mamula	Leak Detection USA – leakdetectionusa.com. Leak detection/repair for pools/spas/ponds–comcl./resd.	800-652-9062
Gil Koury	Life Deck - www.lifedeck.com Concrete Resurfacing & Staining, Waterproof Deck Coatings, Cleaning/Maintenance.	619-262-8600 Office 619-262-8606 Fax 619-572-1894 Cell gil@lifedeck.com email
Liza Leas	L & L Lines, Inc. - llines.com heatpumpgirl@aol.com REVIVE-Superior Phosphate Remover and More	602-705-9240 Cell 602-354-4245 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
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
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
Chuck Conti	Zodiak Pool Systems, Inc. - .zodiacpoolcare.com Baracuda, Jandy, Nature2 & Polaris brand products	760-908-5125
Russ Peterson	Capstone Pool and Spa Remodeling, Inc. Full service remodeling, building and repair	619-390-1198
Brian Milholland	Milholland Electric, Inc. - milhollandelectric.com Electrical Contractor	858-541-1097 619-247-2624 Cell

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Dinner Meeting –8/15/2012

Call to order at 7:22 PM.

Pledge of Allegiance – Jim Bradbury

Officer Reports

Secretary's Report – Matthew Sweeney: 7:24 PM. August 1st Board Meeting Minutes were approved.

Treasurer's Report – Pat Nieratko reported that we are doing very well financially.

Past President – Mark Curran talked about having a complete budget of Region 7 income and expenses in a few weeks.

Entertainment Committee –

Jeff Marshall and Robert Miller talked about the September 22nd picnic at Santee Lakes. The picnic will start around 11AM and the first 30 IPSSA members will be reimbursed the \$5 parking fee. There will be food, raffle prices and games for the family.

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Raffle –

\$200= Roll over

\$25= James Morketter
50lb. Tabs

(Superior) = Nobby Mandolf
Meeting Adjourned 8:32 PM.

Board Meeting – 8/01/2012

Call to order 7:09 PM.

Attendance – Mike Anderson, Joe Dianna, Matthew Sweeney, Mark Curran and Pat Nieratko.

Guest are Jeff Marshall and Robert Miller

Officer Reports

Secretary - Matthew Sweeney reported that 47 members and 7 chapter supporters attended the August 15th dinner meeting at the Admiral Baker Club. One out of nine members being fined for not submitting blue cards has paid his \$ 50 fine. Two members have paid their \$150 fines for not attending a meeting 2nd quarter.

Treasury Report – Pat Nieratka reported that the cost of the Admiral Baker dinner meeting was \$2,148.48 and we are in great shape financially.

Vice President- Joe Dianna talked about the Health Department speaking at our September General Meeting.

Past President – Mark Curran presented to the board a copy of IPSSA Region 7 income and expenses that will be posted in the September Skimmer.

Entertainment Committee – Jeff and Robert talked about the September 22nd picnic at Santee Lakes. The picnic will start around 11AM and the first 30 IPSSA members will be reimbursed the

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\$5 parking fee. There will be food, raffle prices and games for the family. A special thanks to all chapter supporters who donated to our picnic (Blue Moon Pools, Life Deck, PS 2000, Son Energy, Abcana Industries, Son Chaser and Brite Tile Pool and Spa).

Meeting Adjourned 9:16PM.

Operation Home Front

OPH provides emergency financial and other assistance to the families of our service members and wounded warriors. We will be presenting a small video at our October general meeting followed by the passing of a hat (bring money). IPSSA Inc. will match up to \$2,000.

B.K Taylor Award

The form for nominees should be submitted no later than September.

Chapter Supporter

The form for nominees should be submitted no later than October.

Health Department

The Health Department will be speaking and willing to answer any commercial questions you have at our September 19th general meeting.

Calendar

- 10/17 **General Meeting 7pm**: Next: 11/21, 12/19 Mission Valley Resort
- 10/03 **Chapter Board Meeting 7pm**: New Location - **Il Postino** 3959 30th St. San Diego CA, 92104
- 10/04 **Raypak Heater Seminar 7:30–12:00**: Holiday Inn 9888 Mira Mesa Blvd.
- 10/30-10/31 **CPO Class SCP**, San Diego, 5648 Copley Drive, San Diego, CA 92111

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CONTINUING EDUCATION

Upcoming classes -

October 4th Rapyak Heater Seminar 7:30 - 12:00 noon at Holiday Inn 9888 Mira Mesa BLVD.

October 30 - 31st CPO Class SCP, San Diego California

Education Reimbursements -

Local Classes (San Diego County) 75% class cost. SoCal Area 100% class/show cost+\$50 for expenses.

Outside So Cal 100% class/show cost+ \$200 for expenses.

Contractor License - 100% of non-recurring expenses such as application test fees, fingerprinting charge etc., up to \$1000.

Must provide proof of attendance and payment. Submit claim within 30 days of completion/attendance.

Members who have completed approved classes and received 10 points.

Paul Grimes

Michael Anderson

John Nichol

Russ Hargrove

Dee Eakright

Bill Peck

James Morketter

Nelson Graff

Gary Sevigny

Bob Fowler

John Mehki

Mark Overman

Perry Mediate

George Ludwig

Philip Gardiner

Jack Pena

Jon McArthur

Ask the All Stars

Our panel of experts is ready, willing and able to answer questions in their fields of expertise. Use the contact info below or say hello at the next general meeting.



Bill Peck
Commercial Water
Chemistry &
Water Purification
858-673-8556



Ron Magnant
Spas & Hot
water Chemistry
619-804-1759



Adrian Donnelly
Variable Speed
Pumps and
Controls
Neverwinterpools@
hotmail.com



Jon McArthur
Acid Wash, Plaster
Problems and
Motors
619-672-3760



Mark Overman
Automation &
Electronics
619-463-6689



Gary Sevigny
Heaters, Lights &
Plumbing
858-486-9220



Region 7 Review

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

September 2012

IPSSA, Inc. Region 7 Board Officers

Joe Lukacik, Director 619-508-8587
wk 619-561-8587
joe.sunpools@yahoo.com

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

Peter Gozdeck, R7 Billing 619-229-1845
cell 619-339-7622
Peter@3StepBilling.com

Dustin Moors, Secretary 760-509-6482
DMoors73@att.net

Always Measure Your Marketing

It's essential that you have a clear understanding of what works and what doesn't. The easiest way to figure this out is to ask where prospects heard about you. Then you can evaluate the cost of that channel vs. number of prospects reached.

<http://www.manta.com/video/The-Importance-of-Measuring-Your-Marketing-Activities-385841766?referid=10863>

Let Customers Do Your Marketing

Good customer feedback can be used to market your business. Every time you get good feedback, ask the client if you can use that feedback as a testimonial on your website, in leaflets and sales letters--anything you share with prospective clients.

http://www.manta.com/small-business/customer_feedback_pt10?ref=10866

Director's Notes

Region 7 Quarterly Report

Greetings to all:

Here is a scary thought – there are only 110 days until Christmas. Not something I looked up, but something my 8-year-old granddaughter told me.

Well, as you all know, this month's R7 meeting will be on Tuesday, Sept. 25 at Filippi's, 10330 Friars Road, at 7 p.m. I'm hoping all Presidents received my packet with the matching Grant and Terry Cowles award. **Nancy** also sent out the application for the B.K. Taylor award. Please, if you did not receive them, contact me A.S.A.P.

Everyone should have received the 2012-13 R7 budget. Peter and I spent quite some time preparing this. Hopefully it will be self explanatory. If there are any questions regarding the budget that I might be able to answer before the meeting, feel free to call me.

In closing, if you want anything on the agenda, please get it to me no later than Monday, Sept. 17.

See You All Soon.

Be Safe.

Joe Lukacik, R7 Director

Calendar of Events

- **R7 Board Meeting**, Wed., Sept. 26, 7:00 p.m. Filippi's Pizza Grotto, 10330 Friars Rd., SD. 619-281-3511.
- **Pool Industry Expo**, Sept. 27-29, Monterey, CA.
- **R7 Board Meeting**, Wed., Dec. 19, (one week earlier), 7:00 p.m.

Branding From Your Bones

On Food Network Star, 15 men and women have been duking it out in a fascinating competition to see who has both the cooking skill and on-camera charm to deserve their own culinary TV show.

Week after week, the network executives who judge the contestants emphasize that every bite they serve and every commentary of theirs to the camera must embody their distinctive point of view.

That's a colossal branding challenge, in addition to the nerve-rattling pressure of being timed while cooking and while presenting to the judges.

Two contestants who appeared to have a pulled-together look and cooking angle crumbled because they didn't seem to know why they'd chosen their image. It was an act, which fell apart under pressure.

The equivalent in business is staying aligned with a set of values, attitudes, and verbal and visual style. Like some companies, you could maintain that alignment through discipline and a detailed rulebook. It's far easier, though, when questions like these all point to the same answers: What do you stand for? How do you come across to customers? And who are you, really?

** The Marketing Minute **
June 27, 2012

By **Marcia Yudkin**

Marketing Expert and Mentor

<http://www.yudkin.com/marketing.htm>

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

SPEC

September 4, 2012

SPEC VGB/DRAIN BILL SENT TO GOVERNOR

A bill sponsored by SPEC was passed by both houses of the legislature during the last week in August and was sent to the Governor for his signature. AB 2114, by Assembly Members Smyth and Hill, proposes to update all of the California Health & Safety Codes relative to the construction of swimming pools and spas. The initial goal of the bill was to coordinate SPEC's work on Title 24 pool building regulations with the statutes governing the construction of public swimming pools and spas.

One of the principle issues addressed in AB 2114 is the elimination of the terms "drain and main drain." The term "suction outlet" will replace the term "drain or main drain" everywhere these terms currently appear in the code. The bill also eliminates the definition of "main drain" in the code and adds a new definition of suction outlet as "a fitting or fixture that conducts water to the circulation pump." Additionally, AB 2114 makes it clear that a public pool can be constructed using alternative methods of conducting water to the circulation pump such as skimmers or perimeter overflow systems so long as such systems comply with the water turnover

requirements contained in Title 24.

"This is one of the most important and significant bills ever enacted by SPEC", stated William Rowley, SPEC board member and President of Rowley International. "AB 2114 eliminates the danger of suction entrapment beyond the VGB Act because the bill will allow the design and construction of pools without man drains or suction outlets. SPEC should be commended for this outstanding accomplishment."

AB 2114 also updates the California Virginia Graeme Baker (VGB) statute to require that suction outlet grates must meet the ANSI/APSP-16 standards or any successor standards adopted by the Consumer Products Safety Commission.

"SPEC has been working with the Department of Health for a couple of years relative to the Title 24 regulations which implement new building standards for public pools," stated John Norwood, President of SPEC. "Last year we reached agreement on most of the items we wanted to address. However, there were a couple of issues that we could not address as we needed to change the statutes first. The main drain issue was one of these. SPEC wanted to clarify that a pool can be constructed without the traditional main drain or drains. AB 2114 accomplishes this goal by specifically providing for the construction of pools with skimmers or perimeter overflow systems to circulate the water to the pump without a main drain or

drains. If AB 2114 is enacted into law, there will no longer be a requirement for a drain or main drain on the bottom of the pool so long as the pool can comply with the water quality standards," concluded Norwood.

Governor Jerry Brown has until the end of September to sign or veto the bill, sent to him on the last day of the 2011-2012 legislature session which adjourned on August, 31st.

About SPEC - SPEC, the California Spa & Pool Industry Education Council, serves as the statewide public policy representative for the pool, spa, and hot tub industry. We advocate on behalf of industry interests before the California Legislature and state and local regulatory agencies, and for individual members dealing with enforcement issues. Working daily on the industry's behalf, we have an unmatched track record in successfully negotiating and fighting against unreasonable and costly legislation and for enforcement of unlicensed contractor laws. SPEC promotes the highest standards of professional conduct in pool construction, service, and repair, and seeks to educate the public on the proper maintenance and safe use of swimming pools, spas, and hot tubs. For nearly 40 years, SPEC has been the only organization registered to lobby at the State Capitol on behalf of the pool, spa, and hot tub industry. SPEC is funded by membership donations. For more information on SPEC and legislation we are watching, visit www.calspec.org, or call 916-447-4113.

The following survey will be given at the next two IPSSA meetings.
Please fill one out.

Pool Service Price Survey 2012

Give us your average charge in all categories that apply to your business.

Residential Full Service Charge per Month-

4x month _____
2x month _____
1x month _____

Chemical Only Service Charge per Month-

1x month _____
2x month _____
4x month _____

Commercial Full Service Charge per Month

1x weekly _____
2x weekly _____
3x weekly _____

How much labor do you charge per hour? _____

How much do you charge for a Filter Teardown? _____

Give us your % mark-up on parts and products sold-
Items sold at less than \$100.00 _____
Items sold at more than \$100.00 _____



- FREE SEMINAR -

- *Basic Heater Function*
- *Board Wiring & Programming*
- *Board Replacement*
- *Component Presentation*
- *Sequence of Operation*



Seminar Locations

Date: October 2nd, 2012 (Tuesday)
Time: 7:30am – 12:00pm
Homewood Suites
36999 Cook St.
Palm Desert, CA 92211
760-568-1600

Date: October 3rd, 2012 (Wed)
Time: 7:30am – 12:00pm
Spring Hill Suites
2025 Compton Ave.
Corona, CA 92881
951-520-0984

Date: October 4th, 2012 (Thursday)
Time: 7:30am – 12:00pm
Holiday Inn
9888 Mira Mesa Blvd.
San Diego, CA 92131
858-635-5566

Instructor: *Leon Hall*
Sales Rep: *Daniel Nicholas*

Please RSVP: Fax 888-296-7861
Email: dnicholas@raypak.com
“Space limited, fax or email to reserve a spot”

Name: _____
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Email Address: _____
Class date / location attending: _____



Hydraulic Fundamentals

“For The Pool Professional”

When: Thursday, October 18
5pm to 8pm

Where: Four Points Sheraton
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Special Offer for Attendees Only!

IPSSA Approved = 2 Educational Points

Class Fee = No Charge to Pool Professionals

Call to sign up NOW!

John Rodriguez 951-757-0618 jrodriguez@haywardnet.com

Poolscapes Unlimited Inc.- Remodel of the Month

This dream pool project was entrusted to us at Poolscapes Unlimited. The complete transformation took around eight weeks to complete.

This complete remodel included demolition of decks, coping tile and plaster. Additionally we added a terraced step entry, 40 ft. slide and grotto waterfall. We also installed new plumbing, equipment, solar, automated system and LED color lighting.

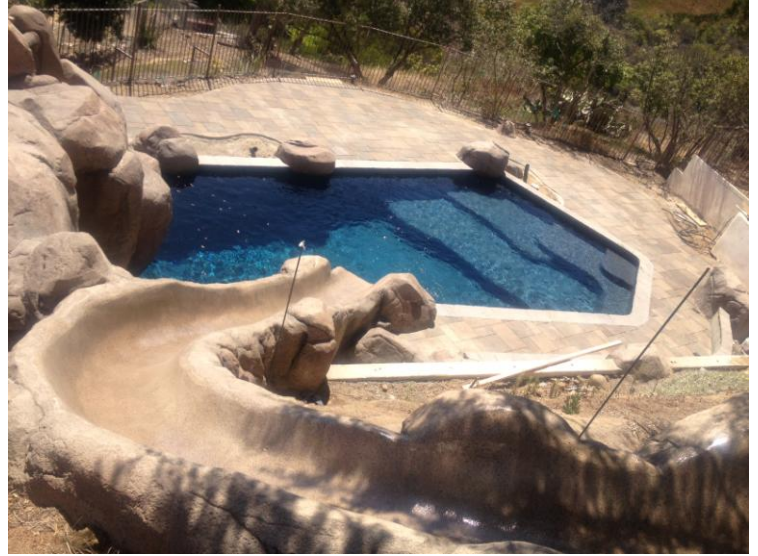
BEFORE



DURING



AFTER



At Poolscape Unlimited we have a solution to all of your pool problems. Whether it is a full pool remodel or a small touch-up or repair we have you covered. Visit our website to see more pool transformations at www.poolscapeunlimited.com.



These pieces of Travertine coping come 24x16x2 rectangles. The customer wanted something a little more custom, so we rounded and Bullnosed the corners.

Contact Joey Chavez
619-920-4290



Lic#794537

2012 CASH BACK PROGRAM

The Waterway 2012 Service Trade Rebate Program - November 1, 2011 through October 31, 2012

\$15.00 in rebates for every Econo-Flo 2-Speed Hybrid Pump

\$15.00 in rebates for every Econo-Flo VSA Variable Speed Pump

\$15.00 in rebates for every ProClean Single Cartridge Filter

\$15.00 in rebates for every UltraClean Pro or 26" Carefree Sand Filter

\$15.00 in rebates for every Champion or SMF Pump

\$15.00 in rebates for every Crystal Water DE/Cartridge Filter



Waterway

2200 East Sturgis Road, Oxnard CA 93030 • Ph. 805.981.0262 • Fax 805.981.9403
waterway@waterwayplastics.com • www.waterwayplastics.com

Made in the USA



©2011 Waterway Plastics

Request for Rebate

To receive your chapter rebate, complete this form by indicating the number of SMF, Champion, Econo-Flo VSA Variable Speed, or Econo-Flo 2-Speed Hybrid pumps, and 26" or 32" UltraClean Pro, 26" Carefree, Crystal Water or ProClean filters in the space provided next to each model listed. Please attach your distributor invoice for the product purchased dated within the program time period as proof of purchase.

Pro Dealer Chapter Program Details and Rules

1. Only dealers in the US (50 states) and Canada are eligible for this program.
2. Rebates are paid in US Dollars only. Rebate checks must be cashed within 90 days of issuance and cannot be reissued.
3. Invoices submitted to Waterway for the Chapter Program must be dated November 1, 2011 – October 31, 2012. There is no "Roll-Over" from previous year.
4. Invoices submitted to Waterway for use in the Chapter Program must clearly show your company name and/or your name as the dealer, the invoice number and date, a description of the product purchased, and the quantity shipped. Also include your email address. Request claims submitted with incomplete information will not be honored. Waterway will be the sole interpreter of whether a claim is submitted completely and has followed all rules for this program. All requests for rebate must be received no later than December 31, 2012.
5. Send your "Request for Rebate Voucher" (bottom), with your legible distributor invoices to:
Sales Accounting Department: Waterway Plastics, 2200 E. Sturgis Rd., Oxnard, CA 93030
6. Waterway Plastics reserves the right to discontinue this program at any time without notice.

- | | |
|---|--|
| <input type="checkbox"/> ½ HP - SMF (\$15) _____ | <input type="checkbox"/> Crystal Water/Cart 325 sq. ft. (\$15) _____ |
| <input type="checkbox"/> ¾ HP - SMF or Champion (\$15) _____ | <input type="checkbox"/> Crystal Water/Cart 425 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 1 HP - SMF or Champion (\$15) _____ | <input type="checkbox"/> Crystal Water/Cart 525 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 1 ½ HP - SMF or Champion (\$15) _____ | <input type="checkbox"/> ProClean PCCF-075 / 75 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 2 HP - SMF or Champion (\$15) _____ | <input type="checkbox"/> ProClean PCCF-100 / 100 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 2 ½ HP - Champion (\$15) _____ | <input type="checkbox"/> ProClean PCCF-125 / 125 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 3 HP - Champion (\$15) _____ | <input type="checkbox"/> ProClean PCCF-150 / 150 sq. ft. (\$15) _____ |
| <input type="checkbox"/> Econo-Flo VSA Variable Speed (\$50) _____ | <input type="checkbox"/> ProClean PCCF-175 / 175 sq. ft. (\$15) _____ |
| <input type="checkbox"/> ¾ HP - Econo-Flo 2-Speed Hybrid (\$70) _____ | <input type="checkbox"/> ProClean PCCF-200 / 200 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 1 HP - Econo-Flo 2-Speed Hybrid (\$70) _____ | <input type="checkbox"/> ProClean PCDE-30 / 30 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 1 ½ HP - Econo-Flo 2-Speed Hybrid (\$70) _____ | <input type="checkbox"/> ProClean PCDE-40 / 40 sq. ft. (\$15) _____ |
| <input type="checkbox"/> 2 HP - Econo-Flo 2-Speed Hybrid (\$70) _____ | <input type="checkbox"/> 26" Carefree Sand (Top Mount) (\$15) _____ |
| <input type="checkbox"/> Crystal Water/DE 36 sq. ft. (\$15) _____ | <input type="checkbox"/> 26" UltraClean Pro Sand (Side Mount) (\$15) _____ |
| <input type="checkbox"/> Crystal Water/DE 48 sq. ft. (\$15) _____ | <input type="checkbox"/> 32" UltraClean Pro Sand (Side Mount) (\$15) _____ |
| <input type="checkbox"/> Crystal Water/DE 60 sq. ft. (\$15) _____ | |

Comments: _____

Date: _____

Dealer: Name (President/Owner – Please Print): _____

Company Name: _____

Address: _____ City: _____

State: _____ Zip Code: _____ Telephone Number: _____ Cell Phone: _____

Fax Number: _____ Email Address: _____



REVIVE!®

The New Revolution in Pool Water Care
STARTUP – CLEANUP – MAINTAIN



FAST and EFFECTIVE!

Removes:

- Phosphates
- Metals
- Scaling Carbonates
- Organic Debris

**Excellent for
severe ALGAE cleanups!**

**Naturally restores
water quality within**

**Compatible with all pool
chemicals, and finishes**

**Prevents scale on salt
system equipment**

Ideal for well water!

**Perfect for soft-side
pools at startup!**



**Clears any pool...
every time!**

Ideal for use on:

- New Pool Startups,
replaster / remodel /
refills
- Spring Openings
- Abandoned Pools
- Severe Algae Cleanups
- Ongoing maintenance of
all swimming pools

**Reduces plaster dust on
new pools and remodels**

**Protecting new pool
surfaces from stains**



*To view more before and
after photos, visit our
REVIVE! Facebook page at:
www.facebook.com/REVIVEpool*

For more information visit apiwater.com

Please contact Liza Leas, L&L Lines Inc. at: 602-705-9240 or Liza@apiwater.com

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.

San Diego Chapter Financial Report – August 1-31, 2012					
	General	Education	Expense Description	General	Education
Cash on Hand (Beg. Bal.)	32,329.40	5,704.10	Cash Disbursements		
CD & Savings		14,138.28	Bank charges		
Total	34,801.25	19,842.38	Continuing Education		
Combined total	54,643.63		SPEC	300.00	
Cash Receipts			Other Quarterly Payment		
Dues collected by IPSSA	1,711.00		Door prizes Raffle	25.00	
Newsletter Advertisement			Newsletter		
Chapter Supporters –			Admiral Baker Dinner Meeting	2,148.40	
Member fines	150.00		Meeting expense		
Sick leave coverage	610.00		- Chapter Board Meeting	289.58	
Rebate Program(Pentair/Raypak)			- General meeting	594.00	
CD Interest		0.85	- Members paid sick leave coverage		
Member payment			- Regional Dues		
Other – Pentair Filters qty. 4			- Sick member reimbursed	3,900.00	
			Office expense:		
			Phone	43.99	
			Postage & Copies		
			Mileage		
New Member			Awards (Plaques)		
Education Fund			- Legal & Professional		
Child Safety			- Blood Drive Breakfast		
Directory Advertising			Total Expenses in Month	7,332.97	
Picnic			Cash on Hand (End Balance)		
Total Income in Month	2,471.85	.85	CD & Savings		
			Total	29,939.28	19,843.23
			Combined Total	49,782.51	

Job Opportunity

I am looking for a qualified person to cover a few shifts throughout the year at a commercial pool downtown and once or twice a year at a commercial spa in P.B. Offering \$25 per stop downtown (m,w,f), (has to be done by 8am). \$12/ P.B. (1x/week) If that sounds good to you, please call, text, or email me.

Thank you very much. **Gary Roberts 619-920-4688 or garysdart@gmail.com**

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 600862
San Diego CA 92160-0862
www. ipssasandiego.com/members**

**General Meeting
September 19th
Mission Valley Resort
7pm.
If you have not
attended a meeting this
quarter you will be fined
\$150**



**Oct. General Meeting
October 17, 2012 – 7 p.m.
Mission Valley Resort
875 Hotel Circle South
Mission Valley, south of I-8
1/4 mile west of SR 163**

