



# The Skimmer

GENERAL MEETING  
JANUARY 16<sup>TH</sup>, 2013  
MISSION VALLEY RESORT  
875 HOTEL CIRCLE

JANUARY SAN DIEGO CHAPTER MONTHLY NEWSLETTER 2013

## President's Message

I hope everyone had a wonderful holiday season and recharged their batteries for 2013. The year gets off to a busy start with many industry related activities. I encourage you to participate. You will improve your skills, increase your earning potential and pick up some educational points along the way. Here are a few upcoming dates to remember.  
Wednesday 1/16/13 San Diego IPSSA General Membership Meeting. We will be discussing the proposed bylaw

amendments and have a prospective chapter supporter that will make a brief presentation. I will also give an update from the 4<sup>th</sup> quarter Region 7 Board Meeting.

Saturday 1/26/13 R7 23<sup>rd</sup> Annual Table Top. Come on out, take a class or two, meet all the factory reps and earn some points. See the flier in the Skimmer for all the details and contact Jon McArthur if you can volunteer for the event.

Saturday 2/2/13 IPSSA Annual Leadership Seminar. This year the event will be in Anaheim at Disney Paradise Pier. This is an excellent way to find out just what IPSSA is all about

nationally. If you have aspirations to be on our next Board, this is a great introduction. Contact me if need any further details.

The Western Pool and Spa Show, February 21<sup>st</sup>-23<sup>rd</sup>. An outstanding assortment of seminars will be offered in Long Beach for you to learn some new ways to make money in 2013!! Earn more points.

So get involved, improve your business, raise your fees and make this year the best it can be!

Mike Anderson

## New Member Committee Chair – John Silcox

Happy New Year`s everyone! I hope you all had some good times with your families & friends over the Holidays. We have 1 prospective member: Adam Haynes. He will be attending his 3rd meeting on the 16th and will be ready for his interview and exam at the Board meeting on Feb. 6th.

I talked with a couple of other guys who had expressed interest during the past few weeks, but nothing has come of that. See you on the 16th.

John Silcox

## Chapter Supporter Survey

A new addition to our Skimmer will be a chapter supporter survey. We encourage you to give your honest feedback. Positive feedback will be shared in the Skimmer and negative feedback will be reviewed and addressed by the board.

Secretary - Matt Sweeney



***The San Diego Chapter of IPSSA presents a \$7,000.00 donation to Operation Homefront- Southern California in support of our troops.***

*12/18/2012. Michael Anderson, President of IPSSA San Diego, presented Karla Winter-Schulz, President of S.T.E.P. with a \$7,000.00 charitable contribution. The San Diego Chapter led a fund raising effort in support of local military personnel and their families .S.T.E.P. (Support the Enlisted Project) is the local branch of Operation Homefront dedicated to assist servicemen and women and their families in many areas of need. These much needed funds are sure to make some holiday wishes come true for our much deserving local military personel.You can contact S.T.E.P. to make a contribution or volunteer at 858-695-6810.Or on their website, stepsocal.org*

<b>IPSSA San Diego – Chapter Supporters</b> (Updated 1/12/13) *Local Representative		
<b>Eric Dominguez</b>	<b>Abcana Industries</b> - Abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery	619-444-9900, 619-654-6724 cell 619-444-9804 fax
<b>Eric Svensson</b>	<b>Alternative Pool Systems, Inc.</b> – alternativepoolsystems.com Install/Repair/Service Automatic Pool Covers	619 445 9798
<b>Kenan Sachs</b>	<b>American Leak Detection</b> - americanleakdetection.com Electronic Leak Detection & Repair	619-233-5325 888-368-5325 fax
<b>Susan Flowers</b>	<b>Aquasalt, LLC</b> – Food grade quality pool salt <a href="mailto:Sflowers@aquasalt.com">Sflowers@aquasalt.com</a> , <a href="http://www.aquasalt.com">www.aquasalt.com</a>	239-3139094
<b>Lori Brumagen Derek Dalto*</b>	<b>BIO-DEX</b> - 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
<b>Richard Smith, Joey Chavez, Rep.</b>	<b>Blue Moon Pools, Inc.</b> - www.bluemoonpool.com Pool Renovation / Pool Remodeling / Pool Plastering	619-258-7665, 619-920-4290Joey 619-258-6383 Fax
<b>Tony Ruf</b>	<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
<b>Reed Chastang</b>	<b>Dynamic Concrete Coatings</b> - dynamicconcretecoatings.com An affordable Solution for Decorative Concrete!	619-201-8508 866-866-2798
<b>John Barba</b>	<b>Clear Water Pool Covers</b> - www.clearwaterpoolcovers.com Service and nstall automatic pool covers	858-863-3202
<b>Tom Cox</b>	<b>Gardner Pool Plastering</b> – gardnerpoolplastering.com Quality Plastering/Remodels since 1969	619-593-8880, 619-593-8886 fax tomc@gardnerpoolplastering.com
<b>Scott Ragsdale</b>	<b>Hasa, Inc.</b> - Hasapool.com Manufactures liquid chlorine, distributes dry/specialty chemicals	661-259-5848, 951-634-1209 cell
<b>Tom Gharib</b>	<b>JNR Pool Plastering, Inc.</b> Pool and Spa Remodeling, Coping , Tile, Concrete, Plaster	619-466-6571, 619-698-4745 Fax 619-654-4175 Cell
<b>Michael Mamula</b>	<b>Leak Detection USA</b> – leakdetectionusa.com. Leak detection/repair for pools/spas/ponds–comcl./resd.	800-652-9062
<b>Gil Koury</b>	<b>Life Deck</b> - <a href="http://www.lifedeck.com">www.lifedeck.com</a> Concrete Resurfacing & Staining, Waterproof Deck Coatings, Cleaning/Maintenance. <a href="mailto:gjl@lifedeck.com">gjl@lifedeck.com</a> email	619-262-8600 Office 619-262-8606 Fax 619-572-1894 Cell
<b>Liza Leas</b>	<b>L &amp; L Lines, Inc.</b> - <a href="http://llines.com">llines.com</a> heatpumpgirl@aol.comREVIVE- Superior Phosphate Remover and More	602-705-9240 Cell 602-354-4245 Fax
<b>Regina Rakowski</b>	<b>Nelsonite</b> nelsonitepoolanddeck.com Easy and Affordable, Quality Pool & Deck Coatings	760-828-6169 cell rrakowski@ellispaint.com
<b>Don Wall</b>	<b>The Pool Doctor</b> sdpooldoctor.com Construction, Renovation, Remodel, Repair	619-445-4977, 619-445-4345 fax DonWall@sdpooldoctor.com
<b>John Moss</b>	<b>Poolsafe Cover Systems</b> poolsafe.com Service All Systems, Replacement, portable fences	760-580-4640
<b>Kirk Chapman</b>	<b>Poolscape Unlimited</b> Poolscapeunlimited.com Pool plastering - Complete Pool & Spa Renovations	619-561-0555, 619-561-1633 fax kirk@poolscapeunlited.com
<b>Reid Mirvis</b>	<b>Pool Surfacing 2000</b> - poolsurfacing2000.com Fiberglass and Fleck stone Specialist	619-590-1420, 619-590-1469 fax Reid@poolsurfacing2000.com
<b>Mark Larimer Luke Weiser</b>	<b>Save Water</b> - savewatersd.com savewatersd@cox.net Mobile Pool Filtration	619-328-9099, 619-328-1177 fax 619-402-0521 Cell (Mark)
<b>Kristal Cavender</b>	<b>Son Energy</b> – sonenergy.com Putting the Sun to Work for You - Solar systems	760-738-4066 X103 760-738-8602 Fax
<b>Brandon Chase</b>	<b>SunChaser, Inc.</b> Solar and Water Heating Specialist	619-390-5287 sunchaserinc@cox.net
<b>Jim Byers</b>	<b>Thornburg Enterprises</b> Manf.Rep. for Orenda Technologies chemical products. – Algae, stain, and phosphate control.	760-550-7057, 760-251-4970 fax
<b>Kevin Wallace</b>	<b>Underwater Unlimited</b> Rust spots, Rebar, Cracks, Drain replacement	800-247-8393, 760-632-1822
<b>Chris Barnes</b>	<b>Water Tech</b> – Aquaron Structure Sealing, New Construction, Remodel, Leak Detection, System Analysis barneswater@yahoo.com	Office (760) 720-9490 Cell (760) 802-3322 Fax (760) 729-8201
<b>Samantha Larimer Ron Brooks</b>	<b>Weiser Pools, Inc.</b> - Repairs, Installations, Heating and Automated Control Specialists	619-440-2480, 619-579-5396 fax weiserpools@cox.net
<b>Chuck Conti</b>	<b>Zodiak Pool Systems, Inc.</b> - .zodiacpoolcare.com Baracuda, Jandy, Nature2 & Polaris brand products	760-908-5125
<b>Russ Peterson</b>	<b>Capstone Pool and Spa Remodeling, Inc.</b> Full service remodeling, building and repair	619-390-1198
<b>Brian Milholland</b>	<b>Milholland Electric, Inc.</b> - milhollandelectric.com Electrical Contractor	858-541-1097 619-247-2624 Cell

**Board of Officers**

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

**Committee Representatives**

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

**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  
**Arrow Insurance** 800-833-3433  
**Ray Arousty** 805-955-9555  
 805-955-9535 FAX  
 40 W. Cochran Street #112 Simi Valley CA 93065



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- ⚙ Troubleshooting
- ⚙ Equipment installation (including variable speed pumps) and automation
- ⚙ Referral fees paid
- ⚙ Dedicated to providing your customers with quality service
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 (619) 390-5287  
 e-mail: [sunchaserinc@cox.net](mailto:sunchaserinc@cox.net)  
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  - Paid Referrals or You Bill Customer
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**Contractors Lic#481515**  
**E-mail- [info@acspools.com](mailto:info@acspools.com)**  
**(858) 486-9220**

We, at **Underwater Unlimited**, have successfully navigated through plan check at the San Diego Department of Environmental Health and have had all of our channel drains and other retrofit drains pass inspection to comply with VGB legislation. We offer generous referral fees for VGB retrofit as well as for rebar repair, crack repair and plaster delamination. We have 23 years of experience and own the patent on the materials used to repair pools underwater. Please give us a call at:

**760-632-1822 or 800-247-8393. Underwater Unlimited Inc.**

**Underwater Swimming Pool Repairs: drain retrofit, cracks, rebar and plaster loss**

## CONTINUING EDUCATION

### Upcoming classes -

CPO Class - January 24<sup>th</sup> and 25<sup>th</sup> Zodiac Pool Systems, Vista, CA

Region 7 Table Top Show - Saturday, January 26, 2013 Four Points Sheraton

IPSSA Leadership Seminar -Saturday, February 2<sup>nd</sup>, Disney Paradise Pier Hotel, Anaheim, CA

CPO Class -February 21<sup>st</sup> and 22<sup>nd</sup>, Western Show, Long Beach, CA

### 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

Mark Curran

Russ Hargrove

John Silcox

Dee Eakright

Joe Hiel

Bill Peck

James Morketter

Nelson Groff

Gary Sevigny

Bob Fowler

John Mehki

Mark Overman

Jim Bauer

Perry Mediate

Afshin Daradeh

George Ludwig

Tom Richardson

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

Don't Drain It  
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Mobile Pool Filtration

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## Board Meeting – 01/02/2013

Call to order 7:05 PM.

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

**Guest** – John McArthur

### Officer Reports

**Treasurer** – Patrick Nieratko, reported that we are in great shape financially and all fines have been paid.

The board discussed the rules on a member returning to IPSSA after six months of absence.

A member who was fined for not attending a meeting third quarter had his fine dismissed by the board.

**Vice President**- Joe Dianna talked about a possible Chapter Supporter Todd Wittman of American Butler. Todd Wittman will be giving a brief presentation at our January 16<sup>th</sup> meeting. Alpha west and ADR Technology are also possible Chapter supporters and are welcome to introduce themselves at our general membership meeting.

VP - Joe is doing a thorough check up on all potential Chapter Supporters.

Mike Anderson talked about the press release for Operation Home Front Charity fund raiser.

The board reviewed the new proposed bylaws and will be discussing them at our Feb. 20<sup>th</sup> meeting.

Jon McArthur talked about the Region 7 Table Top a great way to earn educational points. Volunteers are also needed.

Meeting Adjourned: 8:36PM

## BLUE CARDS

**Blue Cards are due on or before February 20<sup>th</sup>. Please send or give your completed, legible Blue Cards to Paul Grimes.**

Mail via US Postal Service to San Diego Chapter IPSSA, PO Box 600862, San Diego CA, 92160-0862

**Must be postmarked on or before February 20<sup>th</sup> 2013.**

Bring to February 20<sup>th</sup> meeting and hand to Paul Grimes.

**Failure to submit a Blue Card as listed above will result in a \$50 fine**

**Region 7 Table Top** is on January 26<sup>th</sup>.

Volunteers needed please contact **Jon McArthur** at **(619)-672-3760**.

The Table Top is also a great way to earn educational points for Continuing Education.

## Clear Water Pool Covers

### Automatic Cover Problems?

**We do:** † Service on all brands of automatic pool covers  
† Replacement fabrics for all existing systems  
† System installations on new or existing pools

### We do NOT:

- † Sell any pool products other than automatic covers
- † Clean Pools
- † Sell or service any other pool equipment

**Automatic Pool Covers are our only business !!**

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**(858) 863-3202**

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**MK Water Descent Covers**

Designer Spillway Covers for Sheer Descent Products

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Custom color & finishes also available

**MK Heater rat proofing products**

KEEP THE RATS OUT OF YOUR HEATER

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Ask for Liza Leas  
602-705-9240

## Calendar

01/16 **General Meeting 7pm:** Next: 02/20, 03/20 Mission Valley Resort  
02/06 **Chapter Board Meeting 7pm:** Next: 03/06, 04/03

New Location - **Il Postino**

3959 30<sup>th</sup> St. San Diego CA, 92104

02/10-02/11 **CPO Class** Superior Pool Products, Anaheim CA

02/26 **Region 7 Table Top**, Four Points Sheraton

**IPSSA Leadership Seminar** –Saturday, February 2<sup>nd</sup>, Disney Paradise Pier Hotel, Anaheim, CA

**CPO Class** –February 21<sup>st</sup> and 22<sup>nd</sup>, Western Show, Long Beach, CA



**IPSSA Region #7**

Carlsbad, Del Mar, Escondido,  
North County Coastal,  
East County, Metro and San Diego Chapters  
*Presents*



***The 23rd Annual  
Regional Table Top Show***

***Saturday, January 26, 2013 9:00 am – 4:00 pm***

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

***OPEN TO EVERYONE IN THE POOL, SPA AND RELATED INDUSTRIES  
UPA, APSP, ASAPP, & INDEPENDENTS WELCOME***

***SEMINARS & EXHIBITS FREE***

**Seminar Schedule**

<b>THEATER</b>	<b>ROOM I</b>	<b>ROOM II</b>
9:00 - 10:50 <b>Good Ideas for Success in 2013</b>  David Hawes	<b>Intelliflo Pump Energy Audit</b> Learn how to save your customers money and generate more sales. Laptop Computers Encouraged. Mark R. Lane Pentair	<b>Water Chemistry &amp; Plaster Problems</b>  on Balance
11:00 - 1:00 <b>Simple Solutions for a More Profitable Business</b>  Panel of Pool Business Owners	<b>Hydraulics What you need to Know &amp; Why</b>  Bob Sewart Hayward	<b>How to use Variable Speed Pumps in the Real World</b>  Pools by Ben

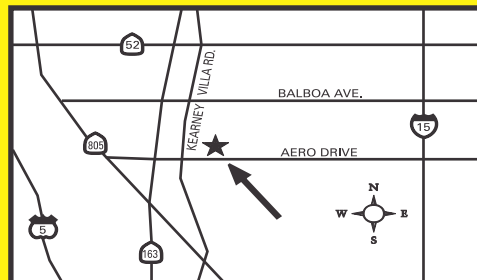
***The Peat Burke Gnormous Collection of Antique Pool Equipment on Display***

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

**GIANT RAFFLE**

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

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



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



## Region 7 Review

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

January 2013

### IPSSA, Inc. Region 7

#### Board Officers

**Joe Lukacik**, Director 619-508-8587, wk 619-561-8587,  
[joe.sunpools@yahoo.com](mailto:joe.sunpools@yahoo.com)

**Dan Carlson**, Treasurer 760-613-21552, [palisadespoolandspa@hotmail.com](mailto:palisadespoolandspa@hotmail.com)

**Peter Gozdeck**, R7 Billing 619-229-1845, cell 619-339-7622,  
[Peter@3StepBilling.com](mailto:Peter@3StepBilling.com)

**Dustin Moors**, Secretary 760-509-6482, [DMoors73@att.net](mailto:DMoors73@att.net)

#### Calendar of Events

- **R7 Board Meeting**, Mon., Jan. 14, 2013, 6:30 p.m., Filippi's Pizza Grotto (619-281-3511), 10330 Friars Rd., SD.
- **R7 23<sup>rd</sup> Annual Table Top**, Sat., Jan. 26, 9:00 – 4:00 p.m., Four Points Sheraton, 8110 Aero Dr., San Diego. For info, call **Jon McArthur**, 619-464-6400, [www.region7tabletop.com](http://www.region7tabletop.com)
- **IPSSA Annual Leadership Seminar/Banquet**, Sat., Feb. 2, Disney Paradise Pier Hotel, Anaheim. [www.info@IPSSA.com](http://www.info@IPSSA.com).
- **Western Pool and Spa Show**, Feb. 21 – 23, Long Beach Convention Center, Long Beach, CA. [www.westernshow.com](http://www.westernshow.com)
- **R7 Board Meeting**, Wed., Mar. 27, 7:00 p.m. (location to be determined).
- **R7 Board Meeting**, Wed., June 26, 7:00 p.m. (location TBD).
- **R7 Board Meeting**, Wed., Sept. 25, 7:00 p.m. (location TBD).
- **R7 Board Meeting**, Jan. 2014 (exact date TBD).

# Director's Notes

## Region 7 Quarterly Report

Greetings, and Happy belated New Year to all!

First off I would like to apologize for the ZERO notice of cancellation of the last meeting. I was literally on my way to the meeting when I received a call that my girlfriend had been in a car accident. A big thanks to **Nancy** for sending out a Code 3 alert to all.

Our next meeting Mon, Jan 14, 6:30 p.m. (changed from 7:00 for winter) at Filippi's on Friars Road. I will try to find a more central location for our North County chapters for future meetings. Nancy will be sending out the dates for the 2013 regional meetings; the Dec. meeting will be held in Jan 2014.

Next meeting we will be discussing ways to retain IPSSA members, as we are losing an average of 25 members a month. Not good.

**Reminder:** Table Top Jan. 26. Come one, come all.

To the chapters that utilized the matching fund grant, GREAT JOB! We need to look at the grants as free money to help the less fortunate.

See you Monday,

**JOE**, Region 7 Director

## U.S. Postal Service – New Prices for 2013

The price for First-Class Mail single-piece letters will increase by just a penny when prices change in Jan. The new 46 cent Forever stamps will allow customers to mail letters to any location in the United States. Forever stamps are always good for mailing a one-ounce letter anytime in the future regardless of price changes.

Highlights of the new single-piece First-Class Mail pricing, effective Jan. 27, 2013 include:

- Letters (1 oz.) — 1¢ increase to 46¢
- Letters additional ounces — unchanged at 20¢
- Letters to all international destinations (1 oz.) — \$1.10
- Postcards — 1¢ increase to 33¢

The Postal Regulatory Commission (PRC) will review the prices before they become effective Jan. 27, 2013. The new Mailing Service prices will be available at <http://pe.usps.com>.

[http://about.usps.com/news/national-releases/2012/pr12\\_114.htm](http://about.usps.com/news/national-releases/2012/pr12_114.htm)

**2013 Post Office Holidays:  
No Mail Delivery on Postal Holidays**

- Tues., Jan. 1 - New Year's Day
- Mon., Jan. 21 - Martin Luther King Jr's Birthday
- Mon., Feb. 18 - Washington's Birthday (President's Day)
- Mon., May 27 - Memorial Day
- Thurs., July 4 - Independence Day
- Mon., Sept. 2 - Labor Day
- Mon., Oct. 14 - Columbus Day
- Mon., Nov. 11 - Veterans Day
- Thurs., Nov. 28 - Thanksgiving Day
- Wed., Dec. 25 - Christmas Day
- Wed., Jan. 1, 2014 - New Year's Day

Sources: [www.usps.com](http://www.usps.com) ; [www.when-is.com](http://www.when-is.com)

## **Have a Plan for 2013 & Write It Down**

You don't need a new 50-page business plan. But you do need some clear, measurable goals with specific "actions" you need to take to achieve them. Written goals provide you with focus and clarity. So take the time to write down what you WANT (results or outcomes) and what you need to DO (actions) to make it happen this year.

[http://www.manta.com/small-business/build\\_profit\\_pt10?referid=11000](http://www.manta.com/small-business/build_profit_pt10?referid=11000)

# SPEC

December 19, 2012

## **Is California Going Off The Deep End?**

As we head into the 2013-2014 legislative session, there are a couple of big changes on the horizon. Most notable, a huge new tax hike with Proposition 30, generating billions in new revenue and Democrats with a new super majority in both houses of the Legislature—giving them the ability to raise taxes and suspend rules, at will. This past fall, California voters sent 38 brand new freshmen legislators to the California State Assembly and 10 new members to the California State Senate. With these new additions, Democrats now have a super majority (two-thirds vote) in both houses for the first time since 1883. This means two important things. First, Democrats in both houses will be able to suspend the procedural rules of their respective houses with a two-thirds vote. This is particularly important because democrats can now bring back legislation that was essentially dead either because of amendments or because it missed an important legislative deadline. Rule waivers are generally used to circumvent the legislative process. Republicans would almost never allow these procedural votes, effectively killing legislation. Democrats will now be able to suspend the rules at will with the requisite number of votes and Republicans can do nothing to stop them.

This is also true of tax increases. Republicans used to be able to block Democrats from raising taxes. The Democrats historically have had little success finding the Republican votes to achieve the two-thirds necessary to pass tax increases. Within days of Democrats taking control of Legislature we have already seen numerous bills introduced to make it easier to raise taxes. There is some potential good news however. Governor Brown has governed as a true moderate. He has routinely cut superfluous spending and regulations. This past session alone he pushed through pension reform and workers' compensation reform. He has

made massive cuts to health and social service programs. Governor Brown campaigned hard for Proposition 30 which passed with 55% of the vote. Proposition 30 raised the sales tax from 7.25% to 7.5% for four years. And increased taxes on incomes at and over \$250,000 a year, for seven years. This is estimated to generate between \$6-\$9 billion dollars in new revenue annually. Governor Brown campaigned that this money would be used to prevent massive cuts to education. Because of this recent tax increase, he has already stated there should be no more tax increases, instead urging the Legislature to be prudent with the taxpayer dollars they already have.

Additionally there may be the makings of a strong moderate democratic caucus in the state assembly led by Assemblymember Henry Perea of Fresno. Their strength or ability to form a successful coalition won't be known until the session begins and they are tested and forced to vote on tough issues. However, if they can coalesce, and align with Republicans on bills that are either bad for business, increase regulations, or raise taxes, they could be a potent and formidable ally for business interests.

### **Some hot topics to watch this session.**

#### **The Split Roll Property Tax:**

With the super majority, Assemblymember Tom Ammiano (D-San Francisco) plans to offer legislation to change Proposition 13 by placing a “split-roll” on the ballot for voter approval. By creating a “split-roll” this would change the way business properties and residential properties are taxed. Currently, residential properties are taxed every time they change hands at current fair market value. Business properties change hands much more infrequently, therefore, critics argue, they should undergo routine reassessments of value. This would ostensibly cause business property taxes to go up every year. Of particular concern is the impact this will have on small business. Small business owners, who occupy commercial space, will take on a greater share of the costs to property owners. Senate Leader Darrell Steinberg has recently expressed reservations saying in a recent Los Angeles Times article, “I am not sure a

“split-roll” should be a part of our near-term agenda.”

#### **Parcel Tax:**

Sen. Mark Leno is preparing to offer SCA 3, a constitutional amendment that would lower the voting threshold to approve parcel taxes for local school districts from 66.7% percent to 55%.

#### **Infrastructure bonds:**

Assemblyman Bob Blumenfield plans to offer legislation to lower the voting threshold on all infrastructure bonds from 66.7% to 55%. The business community in Sacramento has generally been supportive of this idea because of the need for updated infrastructure.

#### **Service Tax:**

Prior to Proposition 30 passing, the California Legislature attempted to expand the tax base by increasing the scope of service taxes. The pool and spa industry would have been hit particularly hard. However, despite Proposition 30 organizations representing teachers, educational institutions, unions, nurses and community service groups continue to want more tax revenue in order to restore billions of dollars in cuts to state services, healthcare and to education that have occurred in the last few budget cycles. As California keeps moving toward a service economy, these organizations are expected to keep the pressure up to bring in more revenue by extending the state sales tax to services.

#### **Focus on the Underground Economy:**

A joint operation of multiple government agencies was created by the Brown administration to target the underground economy that is running rampant in California. Creation of this task force was done with the urging and support of a board base of organizations representing the construction industry, including SPEC. The underground economy is also referred to as tax evasion, tax fraud, cash pay, tax gap, payments under-the-table, and off-the-books. It is costing the state billions of dollars in lost tax revenue. A February 2005 report, *California's Tax Gap*, prepared by California's Legislative Analyst's Office, estimates California's income tax shortfall to be \$6.5 billion caused by unreported income. Reports on the underground economy indicate it imposes significant burdens on: (1) the

State of California, (2) businesses that comply with the law, and (3) workers who lose benefits and other protections provided by state law when the businesses they work for operate in the underground economy. The pool and spa industry in particular will continue to take a hit as many contractors and businesses accept cash payments, forcing the law abiding businesses to pick up the tab.

We expect that efforts of the task force will continue in 2013 and that there will be additional legislative efforts to tighten up on abuses emanating from non-compliant contractors. There are some measurable successes from these efforts. As an example, in June of this year, state agencies issued over 100 enforcement actions across the state for failure to carry workers' compensation insurance, under-reporting the number of workers to obtain reduced premiums and to pay less in payroll taxes. The eight or so state agencies that each have a roll in enforcing the state labor and tax laws are actively working together to coordinate their efforts at attacking non-compliant contractors and the underground economy.

#### Independent Contractors:

With the volatility of today's labor market and economy, people need flexibility and options. Independent contractors are an important source of strength for the California economy. As we move forward through the legislative session we will need to keep a careful eye on labor unions pushing overly burdensome regulations such as new taxation or record keeping requirements; that reduce the incentives employers may have to hire independent contractors.

#### Minimum Wage Increase:

Assembly member Luis Alejo of Salinas is back this year with a new minimum wage bill AB 10--that would raise the minimum wage to \$8.25 in 2014, with two 50-cent boosts in subsequent years, and then automatic adjustment to inflation beginning in 2017.

Labor unions in particular are a strong advocate for the bill, particularly for the indexing - contending that low-income workers lose purchasing power due to inflation. Opponents, such as restaurants and other employers with large numbers of minimum wage workers - say that raising the minimum

wage would increase their costs and force them to reduce payrolls.

The 2013-2014 legislative session should shape up to be one of the most interesting we have seen on record. Not in our lifetime has there been a super majority in both houses of the Legislature. No one knows how this legislature will operate with its new governing authority. But like the old saying goes, "with greater power, comes greater responsibility."

The California Legislature will return to Sacramento on January 2 to begin the 2013-14 legislative session in earnest. Officially the bill introduction period is open but traditionally most bills are not introduced until close to the deadline for bill introductions in late February. SPEC will be closely monitoring bill introductions over the next couple months and is prepared to intervene on any legislation that would affect SPEC members.

January 7, 2013

#### **Lawrence George Gelhaus**

**August 31, 1933 – November 18, 2012**

Larry Gelhaus passed away recently at the age of 79, after valiantly fighting a lung related illness. Larry began his career in the pool industry in 1954, when he accepted a job with Landon Pools as a service technician on a pool route. Later that year, Larry's brother Clayton, also took a pool service technician position with Paddock Pools when he finished his service commitment with the Air Force. They soon realized they were using their own vehicles and tools so they decided to start a business of their own. Between the two brothers, they had developed a loyal clientele and also had many potential customers through their brother Clark, a swim instructor in "The Family Gelhaus Backyard Pool." In 1955 in Walnut Creek the brothers formed a partnership and started Catalina Pool Service.

In 1960, they dissolved the partnership - with Clayton keeping the service business and Larry opening the Larry Gelhaus Pool Supply of Lafayette, California. As a family business, the entire Gelhaus family worked at the company store, until its sale to his employees in 1977. However, his sons' legacy and future success stayed rooted in the industry Larry had brought them

into with the pool supply store.

Larry was a standard in the pool industry and was proud to be one of the early pool industry pioneers and trainers, as were brothers Clayton and Clark Gelhaus. Larry's son Philip, helped set up FPSIE, a 501(c)(3), non-profit pool trade school in Sacramento. This school is part of their legacy to teach others the skillsets required to enter the pool industry trade.

Services for Lawrence George Gelhaus will be held on Friday, January 18, 2013 at 1:00PM at the Oakmont Memorial Park & Mortuary located at 2099 Reliez Valley Road, Lafayette, California, 94549. For more information visit [www.oakmontmortuary.com](http://www.oakmontmortuary.com). A gathering will follow immediately after the service at the mortuary.

In lieu of flowers, the family requests that donations be made in Larry Gelhaus' name to either the American Lung Association and/or FPSIE, Inc. Donations in the name of Larry Gelhaus may be sent to: FPSIE, Inc., Attention: Carol Dittmer, 598 Display Way, Sacramento, CA 95838 - or call 916-922-8895 to submit a memorial donation using a credit card.

#### **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](http://www.calspec.org), or call 916-447-4113.



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www.ipssa.com

## Leadership Banquet & Casino Party Fundraiser Saturday, February 2, 2013

Pre-order extra chips! Be generous!

Your donation benefits  
APEC, SPEC and the IPSSA Scholarship Fund

For a \$20 donation:  
\$100 in chips & 1 raffle ticket

For a \$40 donation:  
\$300 in chips & 5 raffle tickets

For a \$75 donation:  
\$800 in chips & 15 raffle tickets

**Best Value!** For a \$100 donation:  
\$1200 in chips & 20 raffle tickets

Order placed by \_\_\_\_\_ Total \$ \_\_\_\_\_

Email \_\_\_\_\_ Chapter \_\_\_\_\_

Check enclosed (payable to IPSSA Management Company). Mail to the address above.

Invoice \_\_\_\_\_ Chapter, per \_\_\_\_\_

Charge to Visa/MasterCard number \_\_\_\_\_

Expires \_\_\_\_\_ CRV (3-digit code from back of card) \_\_\_\_\_

Name & billing address for card \_\_\_\_\_

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Please fax to 888-368-0432 or mail this form to the IPSSA executive office  
to be received by Friday, January 25.  
We will have the extra chips for you when you check in at the banquet.

# IPSSA 2013 Leadership Weekend

## Meetings

Everyone is welcome and encouraged to participate in the annual Leadership Seminar, designed to give you all the information you need to run a successful chapter. Even if you've attended before, there will be new information presented that will be of value to your chapter.

***Please note, however, that all newly elected chapter presidents and treasurers (those who were elected since Leadership 2012) are REQUIRED to attend. Otherwise, your chapter will be fined \$500 for each officer who fails to attend. Even if you served as president or treasurer before, if your chapter held an election in the last twelve months and you were elected, you are required to attend.***

**If you are no longer a chapter officer, please forward this form to the appropriate person.**

In addition to the Leadership Seminar on Saturday, you also are invited to sit in on the Board of Regional Directors (BORD) meeting on Friday and participate in the association's annual business meeting immediately following.

## Leadership Banquet & Casino Party

On Saturday evening we'll have our annual Leadership Banquet, preceded by a casino party fundraiser benefiting APEC, SPEC and the IPSSA Scholarship Fund. Register by January 18<sup>th</sup> to take advantage of the early registration rate.

Bringing a group? We can reserve tables for parties of eight or more. Call the IPSSA office for information.

### Friday, February 1, 2013

9:00 am – 3:00 pm ..... BORD Meeting  
3:30 pm – 4:30 pm ..... Annual Business Meeting

### Saturday, February 2, 2013

8:00 am – 4:00 pm ..... Leadership Seminar  
5:30 pm – 7:15 pm ..... Casino Party Fundraiser  
7:30 pm ..... Leadership Banquet

*(actual times subject to change)*

## General Information

### Reserve your hotel room by January 10

- We have negotiated a special rate of \$139 (plus tax) per night.
- To make your reservation call 714-956-6425 and tell the reservations clerk you are with the Independent Pool and Spa Service group. You can also go to <http://www.mydisneymeetings.com/gpia13a> to reserve rooms and buy discounted park tickets.
- Group room rates are based on availability and must be booked by January 10.

Disney Paradise Pier Hotel  
1717 S. Disneyland Drive  
Anaheim CA 92802  
Phone:

### Airport Shuttle

- If you're flying into the John Wayne Orange County airport or LAX, the hotel does not provide a complimentary shuttle service.
- Taxi and shuttle services are available at the airports for a fee.

### Directions

Parking per day: \$10 for self-parking, \$22 for valet.

- **From Los Angeles Airport/LAX**  
Take I-5 south. Exit Disneyland Drive and turn left (South). Continue on Disneyland Drive, staying in the far two right lanes past the Disneyland® Hotel. The hotel entrance is located on the right at the second traffic signal.
- **From Orange County/John Wayne Airport**  
Take Airport Way to Airport Exit. Turn left onto MacArthur Blvd. Take the I-405 N ramp towards Long Beach. Merge onto I-405 N. Take the CA-55 / Costa Mesa Freeway exit towards Newport Beach / Riverside. Take the CA-55 N exit towards Riverside. Merge onto CA-55 N. Continue for 3.5 miles, then take the I-5 N exit towards Los Angeles. Merge onto I-5 N. Continue for 7 miles and take the Harbor Boulevard exit toward Ball Road. Turn left on Ball Road. Turn left at your second traffic light onto Disneyland Drive. Continue on Disneyland Drive, staying in the far 2 right lanes. Continue straight on Disneyland Drive for 0.4 miles and the Disney's Paradise Pier Hotel entrance is located on the right.
- **From San Diego Area**  
Take I-5 north. Take the Harbor Boulevard exit toward Ball Road. Turn left on Ball Road. Turn left at your second traffic light onto Disneyland Drive. Continue on Disneyland Drive, staying in the far 2 right lanes. Continue straight on Disneyland Drive for 0.4 miles and the Disney's Paradise Pier Hotel entrance is located on the right.



# Annual Leadership Weekend

**Friday**  
**February 1, 2013**  
**BORD Meeting and Annual Business Meeting**

**Saturday**  
**February 2, 2013**  
**Leadership Seminar and Leadership Banquet**

**Disney Paradise Pier Hotel**  
**1717 S. Disneyland Drive**  
**Anaheim CA 92802**



**LEADERSHIP WEEKEND**  
**February 1-2, 2013**  
**Disney Paradise Pier Hotel**  
**Anaheim, California**

**All attendees must pre-register for each event.**  
**Please fax or mail this form to the IPSSA executive office by Friday, January 18.**  
**Fax: 888-368-0432 or mail: IPSSA, 10842 Noel Street #107, Los Alamitos CA 90720**  
**Questions? Call 888-360-9505 or email info@ipssa.com**

Chapter _____ Who to contact if we have questions _____ Phone number or email _____	Check the box for each event you will attend. Spouses or companions who plan to attend any events must also be listed.				No charges for any event except the banquet
	Friday BORD Meeting	Friday Annual Business Mtg	Saturday Leadership Seminar	Saturday Leadership Banquet	Amount Paid
Name _____ Email _____ Check One: <input type="checkbox"/> President <input type="checkbox"/> Vice President <input type="checkbox"/> Secretary <input type="checkbox"/> Treasurer <input type="checkbox"/> Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> \$75 if paid by 1/18 <input type="checkbox"/> \$95 if paid after 1/18 Price is per person	\$ _____
Name _____ Email _____ Check One: <input type="checkbox"/> President <input type="checkbox"/> Vice President <input type="checkbox"/> Secretary <input type="checkbox"/> Treasurer <input type="checkbox"/> Other	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> \$75 if paid by 1/18 <input type="checkbox"/> \$95 if paid after 1/18 Price is per person	\$ _____
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<b>TOTAL AMOUNT PAID</b>					\$ _____

**Because of our obligation to the meeting venue, no refunds for the banquet will be given for cancellations received after noon on Friday, January 25.**

- Check enclosed (payable to IPSSA Management Company).
  - Invoice our chapter
  - Charge to Visa/MasterCard number \_\_\_\_\_ Expires \_\_\_\_\_ CRV (3-digit code from back of card) \_\_\_\_\_
- Name and billing address for card \_\_\_\_\_  
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**BLUE CARD - SAN DIEGO IPSSA (Fill form completely) Date: \_\_\_\_\_**

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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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**Blue Cards due on  
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Failure to submit a  
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**Next General Meeting  
January 16<sup>th</sup>, 2013 – 7 p.m.  
Mission Valley Resort  
875 Hotel Circle South  
Mission Valley, south of I-8  
1/4 mile west of SR 163**

