



NEXT GENERAL MEETING
 JANUARY 20, 2016
 MISSION VALLEY RESORT
 875 HOTEL CIRCLE

The Skimmer

JANUARY

SAN DIEGO CHAPTER MONTHLY NEWSLETTER

2016

REGION 7 TABLE TOP SHOW (See Flyer in Skimmer)
SATURDAY, JANUARY 23, 2016
Four Points Sheraton – 8110 Aero Dr San Diego 92123

President's Message

January 2016: A new year, a new beginning, a new Board. I want to start off the year with a sense of gratitude. First, thank you for entrusting your confidence in me leading this Chapter, the best Chapter in IPSSA, the best pool and spa service association in the country!

I am thankful to be among a group of men with experience in this industry that is second to none, and who are more giving of their time and knowledge than in any other profession.

We have all seen many changes in the pool industry over the years. For us to continue to be successful, we have to be open to change.

However, as John Maynard Keynes says, "The difficulty lies, not in the new ideas, but in escaping from the old ones."





We have to continually adapt to changes in the industry, changes to technology, federal and state laws and our ever changing customer needs. We can't keep doing the same thing and think that we will survive, let alone thrive in our businesses.

Help us continue to make this Chapter great by participating and getting involved where you can. Please take this brief 10-question Google Form survey at this link: [San Diego Chapter Survey](#). Courtesy of SCP, every one who takes the survey will be eligible for a raffle in February for a bucket of tabs.

The new Board, Brad, Adam, Austin and I, would like to thank you for all of your support and assistance as we begin our two year term of service. It is our goal to uphold the tradition of excellence that our chapter has displayed and take it to the next level.

Michael Harris

The Board 2016-2017

 Michael Harris President	 Adam Haynes Vice President	Open Treasurer	 Brett Allard Secretary	 Austin Gardiner Past President
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Board of Officers

President	Michael Harris	619-395-6700	barrowpoolssd@gmail.com
Vice President	Adam Haynes	619-247-3641	alohapoolnsa@gmail.com
Treasurer	Open		
Secretary	Bret Allard	619-922-8277	bretallard@hotmail.com
Past President	Austin Gardiner	619-277-5359	austingardinerps@hotmail.com

Committee Representatives

Sick Leave	Ron Baker	619-540-2275	New Members		
	Ron Magnant	858-586-1188		John Baldwin	858-354-7946
	Joseph Lerma	619-917-6971		Bernie Mirelez	619-818-5536
Continuing Education	Patrick Nieratko	619-647-9395	Manuf. Rebate	Jon McArthur	619-672-3760
	Stephen Heyer	619-563-6566		Gary Sevigny	858-486-9220
	Jon McArthur	619-672-3760			
Insurance	Bob Fowler	619-464-6400			
Entertainment	Patrick Nieratko	619-647-9395			
	Joeuy Chavez	619-920-4290			
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	619-508-8687			

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	

IPSSA San Diego – Chapter Supporters (Updated 1/18/16) *Local Representative

Eric Dominguez	Abcana Industries - www.abcanaindustries.com Wholesale Pool Chemicals - Pickup & Delivery	619-444-9900 619-654-6724 cell ericd@abcanaindustries.com
Eric Svensson	Alternative Pool Systems, Inc. – www.alternativepoolsystems.com Install/Repair/Service Automatic Pool Covers	619 445 9798 Office 619-980-7379 Cell apsinc@rocketmail.com
Todd Wittman	American Home Butler, INC. – www.poolleakrepairs.com Pool Leak Detection & Repairs	858-566-2700 ahbbiz@gmail.com
Kenan Sachs	American Leak Detection – www.americanleakdetection.com Leak Detection & Repair – leakhelp@gmail.com	619-233-5325 Office 858-525-3711 Cell
Jesse Mariscal, Rep.	Blue Moon Pools, Inc. - www.bluemoonpool.com Pool Renovation / Pool Remodeling / Pool Plastering	619-733-5942 jesse@bluemoonpool.com
Tony Ruf	BriteTile – www.britetile.com Calcium removal, install/repair tile, quartz/rock coping, deck-o-seal	619-260-1896 rruf@san.rr.com
Joey Chavez	California Pools - www.californiapools.com Pool Builder, Remodeler	joeychavez@californiapools.com 619-920-4290 cell
David Barba	Clear Water Pool Covers - www.clearwaterpoolcovers.com Service and install automatic pool covers	858-863-3202 service@clearwaterpoolcovers.com
Mike & Cathy Chastang	Dynamic Concrete Coatings – www.dynamicconcretecoatings.com An affordable Solution for Decorative Concrete	619-300-8785 619-201-8508
Sarah Hines	Foresters Financial Services - www.forestersfinancial.com Financial Planning (retirement, investing, life insurance, budgeting, saving for future goals)	858-650-6830 x241 Sarah.Hines@foresters.com
Tom Cox	Gardner Outdoor And Pool Remodeling – www.gardnerpoolplastering.com Quality Plastering/Remodels since 1969	619-593-8880 tomc@gardnerpoolplastering.com
Scott Ragsdale	Hasa, Inc. - www.hasapool.com Manufactures liquid chlorine, distributes dry/specialty chemicals	661-259-5848
Michael Mamula	Leak Detection USA – www.leakdetectionusa.com Leak detection/repair for pools/spas/ponds—comrcl/resdntl.	800-652-9062 michael@leakdetectionusa.com
Gil Koury	Life Deck - www.lifedeck.com Concrete Resurfacing & Staining, Waterproof Deck Coatings, Cleaning/Maintenance.	619-262-8600 Office 619-572-1894 Cell gil@lifedeck.com email
Liza Leas	L & L Lines, Inc. – www.llines.com REVIVE- TK Pool Products, Nets and Caddy Boxes	602-705-9240 Cell 602-354-4245 Fax heatpumpgirl@aol.com
Regina Rakowski	Nelsonite - nelsonitepoolanddeck.com Easy and Affordable, Quality Pool & Deck Coatings	760-828-6169 cell rrakowski@ellispaint.com
John Moss	Poolsafe Cover Systems - www.poolsafe.com Service All Systems, Replacement, portable fences	760-580-4640 Cell 760-489-2282 Office john@poolsafe.com
Kirk Chapman	Poolscape Unlimited, Inc. - www.poolscapeunlimited.com Pool plastering - Complete Pool & Spa Renovations	619-561-0555 Cell kirk@poolscapeunlimited.com



IPSSA Region #7

Carlsbad, Del Mar, Escondido,
North County Coastal,
East County, Metro San Diego
Chapters Present



26th Annual Region 7 Table Top Show

Saturday, January 23, 2016 9:00 am – 4:00 pm

EXHIBITS OPEN 1:00PM– 4:00PM

Meet all the major Pool & Spa Manufacturers, suppliers, builders, remodelers and many other specialists. Learn about NEW products and how they work.

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

ALL SEMINARS & EXHIBITS FREE

Seminar Schedule

THEATER	ROOM I	ROOM II
9:00 - 10:50 Pool & Spa Water Chemistry Arch Chemicals	9:00 - 10:50 Pentair Solar Touch Combining Solar Control with Intelli Flo Variable Speed Pentair	9:00 - 10:50 How To Improve Your Business David Hawes
11:00 - 12:50 Drought vs. El Niño Water Chemistry for Severe Weather Terry Arko Sea Klear	11:00 - 12:50 Jandy JXI Heater Installation & Troubleshooting Raffle for JXI 400 Heater Zodiac Pool Systems	11:00 - 12:50 How to make Variable Speed Pumps work best with Salt Systems Hayward
1:00 - 2:00 Pool Deck Joint Installation and Tile Repair Made Easy Chem Link	1:00 - 2:00 Setting up Variable Speed Pumps for Better Operation James Henry	1:00 - 2:00 Hayward Cleaners Installation & Trouble Shooting Hayward

GIANT RAFFLE

Bring money to purchase raffle tickets. **OVER \$10,000 IN PRIZES**
The Peat Burke Ginormous Collection of Antique Pool Equipment on Display

LOCATION:
 Four Points Sheraton
 8110 Aero Drive
 San Diego, California 92123
 (858) 277-8888



For questions concerning show please call: (619) 464-6400 or (619) 672-3760
www.region7tabletop.com

PLACE YOUR
AD
HERE!

SPECIAL !!!

ADVERTISE THE REST OF THE YEAR FOR JUST
THE PRICE OF 9 MONTHS

\$225 VS. \$300

OR

\$25/MONTH

YOUR CHOICE

TAKE ADVANTAGE NOW WHILE YOU CAN

Members meeting

November 18, 2015

Call to order 7 PM

Treasures report, Tom Graham, chapter is in fine shape

Secretaries report, George Ludwig, last month's meeting minutes were approved.

Vice presidents report, Mike Harris, three new chapter supporters are being approved tonight. They are Joey from California pools, Sarah from Foster financial, Kristal from Revco Solar.

Continuing education forms need to be turned in by the end of December to maintain membership.

Tabletop committee is asking the membership to find a business to buy a table at the table top show in January 2016. Your name will be put in a drawing for \$500. Contact Jon Mc Arthur for details.

Blood drive breakfast and blood donation is on the third Saturday of each month. Contact James Morketter for details.

New member committee presented Bill Curtis, this is his second meeting.

Presidents report, Austin Gardiner, Christmas party is December 12, please RSVP.

Door prize winner was not present, prize rolls over to \$200 at the December meeting.

Board of Directors

December 2, 2015

3492 Adams Ave., San Diego, CA

Call to order 7 PM

In attendance; Austin Gardiner, Mike Harris, Tom Graham, George Ludwig, Bret Allard, Adam Haynes, Pat Nieratko.

Treasures report, Tom Graham, the chapter is in fine shape

Secretaries report, George Ludwig, last months meeting minutes were approved.

Vice presidents report, Mike Harris, there are several new requests by companies to be chapter supporters for 2016. Also renewal forms for existing chapter supporters will be mailed out this week.

Entertainment committee report, Pat Nieratko, details of the December Christmas party were discussed and decided.

Presidents report, Austin Gardiner, the treasurers position for the 2016 2017 Board of Directors has become an open position. A new treasurer will be discussed and appointed at the January meetings.

Meeting adjourned 8:35 PM

Board Meeting

Saturday January 9th, 2016, 1:12pm - Hooleys Irish Pub and Grill

President: Mike Harris

Vice President: Adam Haynes

Treasurer: Thomas Graham

Secretary: Bret Allard

Past President: Austin Gardner

Treasury Report- Reported by President

Still looking for new Treasurer

Tom submitted financial statement

Secretary Report-

Received Manufacturers Rebate Check from Pentair for Approx \$5320

Rebate Program chair stepping down. Position is now open

74 attended Christmas party

Vice President Report-

Approved new chapter supporter- Thornburg Enterprises

Motion to add supporter by Adam

2'd by Austin –passed unanimously

Sarah Hines with Forrester's Financial to be featured speaker at the January general meeting

President's Report-

Table Top January 23 - we will have our own table

Leadership weekend- February 5th, 6th, 2016

All Members Submitted Education Continuing Ed Form

Committee changes. Many open positions. Survey/Questionnaire to be linked in newsletter.

Motion to change travel by-law by Austin

2'd by Tom- passed unanimously

By Law change:

"All members are encouraged to attend the annual IPSSA Leadership Conference. In election years, it is mandatory for the newly elected President and Treasurer to participate. The cost for the seminars and banquet are paid for by the Chapter. All attending board members, who attend both the seminar and banquet, are also eligible to be reimbursed for one up to a two night stay at the event site (Equal to the price of an IPSSA group room rate). A member can recoup this expense by submitting an education reimbursement form, with receipts to the Education Committee Chair/Treasurer. ~~Monies will be drawn from the general fund as long as there is sufficient money to do so.~~ Costs for the conference will be drawn from the education fund."

Meeting ended at 2:35pm



San Diego Chapter Financial Report –Nov, 2015

General Checking

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	10,982.58	C.P.S.A–Donation– Chap., SCP El Cajon	1,300.00
Dues Collected by IPSSA	1,662.00	Door Prizes / Raffle -	
Member Fines	0.00	Entertainment Expenses– Xmas. Party	1,453.00
Chapter Supporter Dues–	600.00	Board Meeting	463.68
Directory Advertising		General Meeting -	505.44
Newsletter Advertising Income		Blood Drive	
New Member		Legal & Professional–Grimes Web Mas.	100.00
Transfer from Ed. Cking. Peck	150.00	Donation– K. Hudson	2,000.00
Total Income in Month	2,412.00	Total Expenses in Month	5,822.12
Combined Total		7,572.46	

Education Checking

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	34,161.38	Wm. Peck– Education Class	599.00
Rebate Program– 2 Pentair Filters		Trans. To General Fund to cover check 11640	150.00
Total Income in Month	.00	Total Expenses in Month	749.00
Combined Total		33,412.38	

Sick Leave Checking

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	1,010.62	Members paid Sick Leave Coverage #1	
Sick Leave Coverage #1		Members paid Sick Leave Coverage #2	
Sick Leave Coverage #2		Sick Member Reimbursed #1	
		Sick Member Reimbursed # 2	
Total Income in Month	.00	Total Expense in Month	.00
Combined Total		1,010.62	



San Diego Chapter Financial Report – Dec., 2015

General Checking

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	7,542.76	C.P.S.A- Donation	300.00
Dues Collected by IPSSA	1,574.00	Door Prizes / Raffle – Grimes	25.00
Member Fines		Entertainment-TandC- Xmas Dinner	4,303.08
Chapter Supporter Dues-		Board Meeting	333.58
Directory Advertising		IPSSA Mang. 4 th Quarter dues	467.25
Newsletter Advertising Income		Harris- Xmas Din. Gifts	698.68
New Member		Legal & Professional-Web Master	100.00
Weiser P/S- toward Xmas Party	140.00	Awards/ Plaques- Bradbury	112.15
Total Income in Month	1,714.00	Total Expenses in Month	6,339.74
Combined Total		2,946.72	

Education Checking

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	33,412.38	Peck-Cont. Ed	492.00
Rebate Program- 2 Pentair Filters		J. Bauer- CPO class	360.00
Total Income in Month		Total Expenses in Month	852.00
Combined Total		32,560.38	

Sick Leave Checking

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	1,010.62	Members paid Sick Leave Coverage #1	
Sick Leave Coverage #1		Members paid Sick Leave Coverage #2	
Sick Leave Coverage #2		Sick Member Reimbursed #1	
		Sick Member Reimbursed # 2	
Total Income in Month	.00	Total Expense in Month	.00
Combined Total		1,010.62	

IPSSA SAN DIEGO CHAPTER CONTINUING EDUCATION

General Meeting

Jan. 20, 2016 7pm

Region 7 Table Top Show
Saturday 1/23/16
See flyer in Skimmer
Start the year out right with
Continuing Education Points.

Education Reimbursements -

Local Classes (San Diego County) 100% class cost.

SoCal Area 100% class/show cost+\$100 for expenses.

Outside So Cal 100% class/show cost+ \$250 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.

Pentair Filters now available for purchase

\$\$\$ We have received a Pentair credit voucher for \$5,319.84.

\$\$\$ Thank you Mark R. Lane and Pentair Pool Products for your Rebate program!

Thank you members for purchasing Pentair products and contributing to our collective purchasing power.

I want to thank our wholesale distributors for their help,

- Sean Remnant with SCP.
- Ed Ainsworth with PWP.
- Paul Olsen with PEP.

8 Pentair filters will be available for members to purchase at

80% SCP prices, that's 20% off, over \$100.00 savings.

8 filters available on first come, first serve basis.

- One filter per member please.

To purchase a filter, you must walk in to SCP San Diego with

A check made out to IPPSA San Diego Chapter.

- Pentair FNS Plus 60- \$545.00.
- Pentair FNS Plus 48- \$495.00.
- Pentair Clean and Clear Plus 420- \$580.00.

Questions call Gary Sevigny 858-486-9220.

Manufacture Rebate Co Chair

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 Tubs
Water Chemistry

619-804-1759



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

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 the course Completion. Receipt or proof of attendance must be submitted to ECC before reimbursement will be made.

Chapter Supporter Evaluation

Member Name: _____ Date _____

Chapter Supporter: _____

Job Start Date _____ Date of Job Completion _____

	YES	NO
Does The Chapter Supporter or Staff Answer Your Calls Promptly?	_____	_____
Does The Chapter Supporter Contact Your Customer Promptly?	_____	_____
Does The Chapter Supporter Behave In A Professional Manner?	_____	_____
Does The Chapter Supporter Present Themselves Professionally?	_____	_____
Does The Chapter Supporter Clean Up After Themselves?	_____	_____
Does The Chapter Supporter Follow Up On Work Gone Wrong?	_____	_____
Does The Chapter Supporter Perform Quality Work?	_____	_____
Is Your Customer Happy With The Service Performed?	_____	_____
Would You Refer This Chapter Supporter again?	_____	_____
Does the Chapter Supporter Give Referral Checks	_____	_____

Positive Feedback: _____

Negative Feedback: _____

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:() _____

NUMBER OF POOLS IN ZIP CODES YOU SERVE (Mail to Chapter PO Box or give to Paul Grimes)

<u>NORTH CITY</u>	<u>METRO NORTH</u>	<u>METRO SOUTH</u>	<u>SOUTH BAY</u>	<u>EASTCOUNTY</u>
___ 92007 - Cardiff	___ 92037 - La Jolla	___ 92101 - Downtown	___ 91902 - Bonita	___ 91901 - Alpine
___ 92014 - Del Mar	___ 92108 - Mission Vly	___ 92102 - Golden Hill	___ 91910 - Chula Vista	___ 91935 - Jamul
___ 92024 - Encinitas	___ 92109 - PacificBch	___ 92103-Hilcrst/MsHI	___ 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 -LemnGrv
___ 92075 - SolanaBch	___ 92119 - San Carlos	___ 92106 - Pt. Loma	___ 91915 - Eastlake	___ 91977 -SpringVly
___ 92091-Morgan Run	___ 92120 - Grantville	___ 92107 -OcnBch/PL	___ 91932 -Imperl Bch	___ 91978 - RanchoSD
___ 92121 -SorrentoVly	___ 92122 - Univ. City	___ 92110 -Midwy/O.T.	___ 91950 -Natinl City	___ 92019 - El Cajon
___ 92126 - Mira Mesa	___ 92123 -MissionVilg	___ 92113 -LoganHghts	___ 92118 - Coronado	___ 92020 - El Cajon
___ 92127 -Rancho Ber	___ 92124 - Tierrasanta	___ 92114 - Encanto	___ 92154 - Otay Mesa	___ 92021 - El Cajon
___ 92128 Rancho Ber		___ 92115 - Rolando	___ 92173 - San Ysidro	___ 92040 - Lakeside
___ 92129 - Penasquitos		___ 92116 -NormlHghts		___ 92071 - Santee
___ 92130 - Carmel Vly		___ 92139 -Paradse Hls		
___ 92131 -ScrippsRch				

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 _____

D U E B Y F E B & J U L G E N E R A L M E E T I N G S

**San Diego Chapter
Independent Pool & Spa
Service Association
PO BOX 600862
San Diego CA 92160-0862
[www. ipssasandiego.com/members](http://www.ipssasandiego.com/members)**



**Next General Meeting
January 20, 2016 – 7 p.m.
Mission Valley Resort
875 Hotel Circle South
Mission Valley, south of I-8
1/4 mile west of SR 163**

