



NEXT GENERAL MEETING

APRIL 20, 2016

MISSION VALLEY RESORT

875 HOTEL CIRCLE

The Skimmer

APRIL

SAN DIEGO CHAPTER MONTHLY NEWSLETTER

2016

**Missed the March General Meeting?
Pick up your 2016/17 Chapter Directory at the April General Meeting**

President's Message

At the March general meeting everyone had a chance to participate and provide input to four questions asked (see page 5) "IPSSA General Meeting 3/16/16 Four Corner Questions" for the complete listing of ideas for each question). I want to thank everyone who participated. We had some great discussion and input. The Chapter Board and committees will take this input and over time implement as many of the ideas and suggestions as time and resources permit. One of the suggestions is to have more "useable information" material in our meetings. This is something we will continue to strive for. In fact, April's main speaker will be Mark Feldstein with

Gardner Outdoor and Pool Remodeling who will do just that. He has put together a great presentation with information to have and improve a successful business. You won't want to miss it. Please see the Board minutes for the implementation of the "Fast Track" to new membership. All future new member candidates who are CPO certified or have one of a couple other pool certifications no longer have to wait 3 months for membership. Make sure you understand this so you can share with others who might want to be part of our association. Looking forward, we had to reschedule our CPR/AED Training and move it to 5-7pm before our General Meeting on May 18th. We will discuss details and have pre-registration at the April meeting and

will also have pre-registration online. Look for email follow up and reminders as we get closer to this event. Lastly, as we near the end of sick leave coverage for one of our members, continue your due diligence in providing excellent service and professionalism toward the homeowner and the pool/spa placed in your care. Make sure if there are any questions or concerns you have to contact the sick leave member directly or one of the Sick Leave Committee members. The Sick Leave Committee and I will soon have new standing rules to share and discuss with everyone and then vote to adopt in one of the next general meetings. Stay tuned in.

Michael Harris

The Board 2016-2017



Michael Harris
President



Adam Haynes
Vice President



Jim Bauer
Treasurer



Brett Allard
Secretary



Austin Gardiner
Past President

Board of Officers

President	Michael Harris	619-395-6700	barrowpoolssd@gmail.com
Vice President	Adam Haynes	619-247-3641	alohapoolnsa@gmail.com
Treasurer	Jim Bauer	619-997-7710	bjjimbo48@cox.net
Secretary	Bret Allard	619-922-8277	bretallard@hotmail.com
Past President	Austin Gardiner	619-277-5359	austingardinerps@hotmail.com

Committee Representatives

Sick Leave	Joseph Lerma	619-917-6971	New Members	John Baldwin	858-354-7946
	Paul Grimes	619-518-4983		Bernie Mirelez	619-818-5536
	Ron Baker	619-540-2275			
Continuing Education	Patrick Nieratko	619-647-9395	Manuf. Rebate	Jon McArthur	619-672-3760
	Jon McArthur	619-672-3760		Baron Ortiz	858-692-3524
Entertainment/ Recognition	Georrge Ludwig	619-892-4749			
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
2393 Townsgate Rd#101 Westlake Village CA 91361

IPSSA San Diego – Chapter Supporters (Updated 3/13/16) *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
Timm Keeley, Rep.	Blue Moon Pools, Inc. - www.bluemoonpool.com Pool Renovation / Pool Remodeling / Pool Plastering	619-733-5942 timmk@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
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
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
Don Wall	The Pool Doctor - www.sdpooldoctor.com Construction, Renovation, Remodel, Repair	619-445-4977 619-726-1219 Cell donwall@sdpooldoctor.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
Reid Mirvis	Pool Surfacing 2000 - www.poolsurfacing2000.com Fiberglass and Fleck stone Specialist	619-590-1420 reid@poolsurfacing2000.com

IPSSA San Diego – Chapter Supporters (Updated 3/13/16) *Local Representative

Mike Sotelo	Precision Solar - www.precisionsolar.net Design and Installation of Pool Solar, Soar Hot Water, and Solar Electric Systems	951-303-4523 mike@precisionsolar.net
Kristal Cavender	Revco Solar Engineering, Inc. - www.revcosolar.com Residential and Commercial Solar (pool heating, photovoltaic)	760-214-5830 kristal.cavender@revcosolar.com
Brandon Chase	SunChaser, Inc. Solar and Water Heating Specialist	619-390-5287 Office 760-315-4597 Cell sunchaserinc@cox.net
Katelin Weddle	SunX Solar Systems, Inc. - www.sunxsolar.com Solar Electricity – Solar Pool heating – Solar Water Heating	760-738-9383 760-497-4061 Cell katelin.weddle@sunxsolar.com
Travis Schonleber	Thornburg Enterprises – thornburgenterprises.com Manufacturers Sales Representative for Pool Products	808-383-8973 Travis.schonleber@gmail.com
Kevin Wallace	Underwater Unlimited Rust spots, Rebar, Cracks, Drain replacement underwaterunlimited@yahoo.com	800-247-8393 760-632-1822 760-994-6265 Cell
Samantha Larimer	Weiser Pools, Inc. – www.weiserpools.com Repairs, Installations, Heating and Automated Control Specialists	619-440-2480 weiserpools@cox.net
Chuck Conti	Zodiac Pool Systems, Inc. - www.zodiacpoolsystems.com Baracuda, Jandy, Nature2 & Polaris brand products	760-908-5125 Chuck.conti@zodiac.com

IPSSA San Diego Chapter General Meeting 4 Corners 3/16/16

What do you most like about our chapter?

1. Connections, networking
2. Insurance
3. Sick Leave
4. Chapter Supporters
5. Social Activities
6. Education Support - Money reimbursement, personal assistance from members
7. Prestige of the largest chapter in San Diego
8. Friends
9. Door Prizes
10. Technical Knowledge sharing
11. Professional Referrals
12. Improved Pricing from Suppliers

If there is one thing you could change about our chapter, what would it be?

1. Tighten sick coverage areas!
2. Attract new members
3. Greater on-line presence
4. Classified Ads on website
5. List of member to do my sick leave pools or vacation/flu coverage
6. Reimbursement amount for education
7. List of members to help with filter cleaning or
8. "Trick of the Trade" at each mtg.
9. Increased amount of industry specific, useable information
10. Breakfast Meeting (s)
11. Greater than one mandatory meeting per year (2?)
12. More young members

What ideas do you have to improve our sick leave coverage policy and procedures?

1. Smaller boundaries
2. Incentive to take multiple pools
3. Repetitive sick leave users need to be evaluated
4. Adhere to existing rules more
5. More detail of normal service provided
6. Have sick leave pools serviced on their current schedules provided by sick member
7. Go back to old system of not charging for sick leave coverage

What ideas do you have for entertainment, recognition, and networking?

1. Chapter blog on website
2. Work with the chapter to involve more members
3. Use chapter money to get members to get together
4. More notice of the awards, i.e. David Courey and B.K. Taylor
5. Social events count as a meeting attendance - specifically the picnic
6. Re: Networking - an online community posting board for members



IPSSA Members

Come and join your fellow San Diego IPSSA Chapters for a "BBQ & Buy" evening at Superior/El Cajon Tuesday, April 19th from 4pm-7pm. Superior will be hosting an outdoor BBQ featuring multiple vendors showcasing their best at pricing only available that night to you, our valued IPSSA Members!



LOCATION: Superior Pool Product, El Cajon
DATE: Tuesday, April 19th
TIME: 4pm-7pm



Cleaner Day

(First 50 with cleaner present receive free wings and shoes)



See John Rodriguez for more offers



Buy 4, Get 1 FREE

Cases or Bottles of SeaKlear products. Some exclusion apply. See Mike Ramey



\$75 off a filter

\$50 off a pump



\$50 off 206-408 models Raypak Heaters

Visit all our vendors for Exclusive Pricing at the BBQ & BUY Night



\$75 off MX6 & MX8 cleaners

\$150 off variable speed pumps

\$200 off JXI heaters



Want more?



3% off Equipment 5% off Chems & Parts

General Meeting

Held on: 3/16/16 At: 7:00pm Mission Valley Resort

President: Mike Harris

Vice President: Adam Haynes

Treasurer: Jim Bauer

Secretary: Bret Allard

Treasury Report –

- Treasury is sound

Secretary Report –

- John McArthur made motion to approve minutes
- Adam Haynes 2nd motion
- Approved unanimously

Vice President Report –

- All chapter supporters paid up to date

President Report –

- CPR certification before April meeting starting at 5pm
- Need to revise new member status – fast track
- CPO trained / tech /APSP can fast track
- Still to be water certified
- No door prize winner - \$150 for April
- Robert Hill won \$50 gift card
- Mike Anderson won a bucket of tabs

Meeting ended at: 8:30pm

Board Meeting

Held on: 3/30/16 at: 7:20pm at Bully's East

President: Mike Harris

Vice President: Adam Haynes

Treasurer: Jim Bauer

Secretary: Bret Allard

Treasury Report –

- Raypak rebate check - \$5,535
- Pentair filter rebate check - \$545
- Looking to get chapter audited

Secretary Report –

- 4 members missed the 1st quarter meetings
- \$150 fine to be assessed to the 4 members missing meetings

Vice President Report –

- Mark Feldstein of Gardner Outdoor & Pool Remodeling will speak at the April meeting
- Kristal Cavender of Revco Solar will speak at April meeting

President Report –

- May is Drowning Prevention Month
- Looking to receive matching funds from IPSSA to raise money for swim lessons
- Adam Haynes made a motion to pass "Fast Track"
- Jim Bauer 2nd the motion
- Motion passed unanimously

Meeting ended at: 9:10pm

"Fast Track"

ARTICLE III NEW MEMBERSHIP APPLICANTS

Section 1 MEMBERSHIP FEE AND DEPOSIT

1.1 Must Pay Fees With Application

The new membership fee must accompany all new applications for membership. Applications without the fee will not be processed. \$50 of this fee is non-refundable if an applicant decides not to join.

1.2 Composition of Membership Fee

The new member application fee, to be determined by the Board, includes the Initiation Fee, CSPA Donation and Study Materials

1.3 IPSSA Dues

Another fee covering 2 months IPSSA dues will be collected with each new application. This check will be held until the applicant is voted in and will be sent to the Financial Office at that time.

Section 2 APPLICATION FOR MEMBERSHIP

2.1 Documents Required With Application

New applicants must present the following information and materials in order to be considered for membership: 1. Completed Application Form. 2. Copy of a valid Business License. 3. Some proof of 1 year work history in pool industry (1099 or W2). 4. A Fully and Legibly Completed Blue Card. 5. Completed Life Insurance Beneficiary form. 6. Checks for New Member Fees payable to San Diego IPSSA. 7. Check to IPSSA Management Company for two months Dues and Insurance and New Member Packet.

2.2 Prospective Member Attendance Requirements

The applicant must attend three of the next four consecutive meetings BEFORE being acted upon by the Board. If "Fast Tracked" (Section 2.3) attendance requirement before approval is not required.

2.3 "Fast Track"

Prospective new members can be Fast Tracked into membership by completing one of the following conditions: 1) Hold a current Certified Pool Operator certificate; 2) Shall have taken and completed the Association of Pool and Spa Professionals (APSP Tech 1 or Tech 2 Certification). Once the new member has been accepted as an IPSSA member they must take the IPSSA Water Chemistry Exam within 12 months of acceptance.

2.34 Prospective Member Packet

A prospective member packet will be given to applicants upon receipt of fees.

Section 3 ENTRANCE EXAM AND INTERVIEW

3.1 Required All new applicants and transferees are required to take and pass the IPSSA Water Chemistry test, the supplemental Chapter test and formal interview. Approximately 70% (20 of 30) of the questions on the Chapter test must be correctly answered to pass. Should the applicant fail the test, a 30 day period (or less if agreeable by the Board) must lapse prior to reexamination.

Section 4 NEW MEMBER CHAIRMAN

The Vice President is responsible for the processing of new members. However, he may delegate this responsibility to a New Member Chairman, who would be appointed to serve as the coordinator for processing all prospective new members.



San Diego Chapter Financial Report – March 2016

General Fund

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	9822.04	CPSA Donation (March)	300.00
Dues Collected by IPSSA	2364.00	Door Prizes / Raffle	25.00
Member Fines			
Chapter Supporter Dues	1165.00	Board Meeting	263.04
Directory Advertising		General Meeting	505.44
Newsletter Advertising Income		Office Expense	42.37
New Member		Blood Drive Breakfast	
Fund Raising		Chapter Directory	824.04
From Ed. Acc. For Leadership	450.00	Post Office Box Rental	
		Legal & Professional	100.00
		Region 7 Dues (First Quarter)	425.00
		Bank Fee	3.00
Total Income in Month	3979.00	Total Expenses in Month	2488.14
		Combined Total	11,313.50

Education Fund

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	36047.02	Leadership Conference	450.00
Rebate Program Pentair	2030.00	Western Pool & Spa Show	555.00
Rebate Program Raypac	5535.00	H. Tea, J. DiAnna	1449.95
Total Income in Month	7565.00	Total Expenses in Month	2454.95
		Combined Total	41,157.07

Sick Leave Fund

Income Description		Expense Description	
Cash on Hand (Beg. Bal.)	1010.62	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 Leave Coverage #3		Sick Member Reimbursed # 2	
Total Income in Month		Total Expense in Month	
		Total	1,010.62

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

IPSSA SAN DIEGO CHAPTER CONTINUING EDUCATION

General Meeting

April 20 16, 2016
7pm

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 FNS filters are sold out.

Thanks to Manufactures for supporting our Chapter with money and products based on our product purchases. Money is used for our Continuing Education Program.

Questions call Baron Ortiz 858-692-3524.
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
858-735-2565



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)**

**CPR Class rescheduled to May 18, 5-7 pm.
Used 3/4 h.p. Maxiglas good condition
\$100.00 Marc Stewart 619-339-8339**



**Next General Meeting
April 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**

