

THE IPSSAN



August 2022
Volume MMXXII, Issue 8

The Independent Pool & Spa Service Association, Inc. exists for the mutual professional benefit and growth of its members and for the continued improvement of the pool and spa service industry.

COMMUNITY EDUCATION SUPPORT

IPSSA: Knowledge
Through Community

Associate Management Team

ROSE SMOOT IOM, CAE
Executive Director

rose@ipssa.com

Duties: Requests to and from BORD, associate member relations, governance information and requests for documents, IPSSA sick route oversight, Education Fund guidelines, grievance information, chapter governance tools, IPSSA.com website updates

PENNY GAUMOND

Resource Manager

888-360-9505 x2

info@ipssa.com

Duties: Trade show materials requests, table top material requests, codes for water chemistry test, process orders from chapters for sick route coverage cards, IPSSA merchandise & book order fulfillment

MICHELLE HARVEY
Project Associate and
IPSSAN Editor

michelle@ipssa.com

Duties: Associate member relations, IPSSAN content, IPSSAN advertisements, social media posts, website updates

Member Services & Finance Team

FRANK MCDONALD
Finance Director

frank@ipssa.com

Duties: Oversees day-to-day membership transactions and accounting. Prepares IPSSA financial reports, chapter shares and census report

ALISON THOMPSON

Membership Assistant

Phone: 888-360-9505 x1

Fax: 888-368-0432

memberservices@ipssa.com

Duties: Membership applications, transfers, cancellations, change of address or contact information, auto-pay sign up or one-time payments, chapter rosters and chapter officer updates

ACCOUNTING

888-360-9505 x1

accounting@ipssa.com

Duties: Invoicing members, process payments, processes (financial) tax data, Swim Fund, track members that are water chemistry certified

Insurance Billing

insurance@cramercpa.com

Phone: 844-574-1134

Fax: 888-811-4502

PO Box 2934, Rocklin CA 95677

Servicing Automatic Pool Covers

By Mike Shadoan, Automatic Pool Covers

IN GENERAL, AUTOMATIC pool covers are quite reliable. However, as with any piece of equipment, the system will require maintenance at some point. Some of these maintenance issues are foreseeable—small wear and tear or general upkeep issues, for example. Other issues, however, are unexpected. This unanticipated service can fall under two categories—electrical or mechanical.

Most service requests from pool cover owners amount to, “My cover doesn’t work, please come over and fix it.” Obviously, this type of call doesn’t provide much insight into the problem or help diagnose the issue. Service professionals must take it upon themselves to do a thorough onsite assessment of the situation at the job site in order to identify the problem and provide solutions, likely without much help from the pool owner.

This article will focus on fast, accurate, point-by-point evaluations a service technician can use to find a solution to any automatic pool cover problem.

STEP ONE: EVALUATING THE POOL COVER SITE

Every service request must start off with a five- to 10-minute evaluation of the entire pool cover site. In those early moments, service technicians should focus less on getting the problem fixed hurriedly and take an investigative approach before handling any equipment. By operating the cover before evaluating the site, a technician might cause further damage to the system. Secondly, more often than not,



the quick-fix approach will only address the symptom of the problem, not the underlying cause. When entering the pool area, technicians should walk around the entire pool cover and perform the following tasks:

- Inspect the touch pad or key switch, to ensure power is on;
- Examine the surface of the pool cover for debris, such as leaves or water;
- Check the pool water level to see if it is particularly high or low;
- Inspect the pool cover and webbing for signs of deterioration;
- Study the housing lid, looking for interference with the vinyl cover;
- Examine the tracks and track pulleys for signs of wear and tear; and
- Check the status of the lead bar (the front edge pulls the cover closed).



After performing this cursory inspection, the technician should notify the customer if a problem is noticed above and beyond the customer’s request. Proactive communication with the customer will promote a positive relationship with the client and increase credibility during the time spent at the job site. By following these inspection procedures, technicians will have a much better understanding of the pool cover situation before the real work begins.

STEP TWO: DIAGNOSING ELECTRICAL ISSUES

Sometimes the most obvious problem can be answered with the simplest question: “Is there power to the pool cover?” The quickest way to test for power is to use an electrical tester pen. When held against power cords, it will illuminate to indicate whether power is present. Not only are these devices handy, they are also affordable; they typically cost less than \$10. As such, they are a must have for any service technician. If no power is present, the problem might be solved in the first five minutes—a tripped ground fault interrupter (GFI) circuit breaker.

If this is not the case, the path of power (or reverse path of power) should be followed. The technician should start at the electrical box

to see if the breaker is on. If it is, he or she should continue to look for power at the next connection, usually a junction box near the motor or controller. Each location should be investigated until the location of the breakdown has been determined. The ultimate goal of this process is to determine whether the problem at hand is an electrical issue or an electrical component issue, either the controller or motor.

Next, the controller should be gently operated to see if the motor shaft is able to move in both forward and reverse. If it moves in both directions, but the cover does not, the technician is dealing with a mechanical issue. If this is the case, he or she can skip further electrical diagnosis. If the shaft does not move and the motor still has no activity, it is time to move on to the next step.

Electrical issues are not always the motor or controller components, but can be attributed to wiring and/or connections between these components. These connection locations are usually the most difficult electrical problems to diagnose and repair. When all else fails, all connections at junction boxes and components need to be rewired. If all of the above steps have failed, the problem lies within the motor or controller. Of course, since each manufacturer’s product is different, technicians should consult the manufacturer or its manual for repair details.

STEP THREE: DIAGNOSING MECHANICAL ISSUES

While it is important to remember each manufacturer’s system is unique, these

Continued on page 6

Inside this issue

- 7 Phosphate Removers
- 9 Off the Deep End
- 11 Behind the Liner
- 14 Pool Ozone Myths
- 24 New Products
- 25 Chapter Information
- 26 Associate Members

BIO-DEX

DELIVERS RESULTS!



**FORMULATED PROBLEM SOLVERS
FOR POOL SERVICE PROFESSIONALS**



**CONCENTRATED FOR REAL SAVINGS
AND MAXIMUM PERFORMANCE!**



NSF

Certified to
NSF/ANSI CAN 50

SCAN HERE FOR OUR
COMPLETE PRODUCT
CATALOG FOR 2022!



BACKYARD POOL CARE MADE EASY!



HASA Liquid Feeder™
Safe, Clean and Clear Water

Introducing the NEW HASA Liquid Feeder™ Daily Sanitizer System

Ideal for Pool Professionals looking to maintain beautiful, sparkling blue pool water using Sani-Clor® liquid sanitizer—without the hassle of increased cyanuric acid (CYA) or calcium from tablets or granular.



- Simple-to-use automatic feeder
- Eliminates need for tab floaters
- Non-electrical/easy to install
- Feeds whenever filter pump is running
- More brilliant pool “look and feel”
- No CYA or calcium added to water
- Best cost per use savings



Hasa.com



The IPSSAN

Official Publication of the Independent Pool & Spa Service Association, Inc.

P.O. Box 3367, Rocklin CA 95677
888-360-9505
www.ipssa.com

IPSSAN EDITOR

Michelle Harvey
editor@ipssa.com

EXECUTIVE EDITOR

Adam Morley

DESIGN AND PRODUCTION

PoolPro Magazine

Please contact editor@ipssa.com to obtain the deadline for submission of articles each month. Material submitted late will be considered for the following month.

Copyright ©2022 Independent Pool and Spa Service Association. All rights reserved under state, federal and international laws. No part of this publication may be reproduced by any mechanical, photographic or electronic process, nor may it be stored in a retrieval system, transmitted or otherwise copied (except members of the Independent Pool and Spa Service Association may copy all or part of this publication exclusively for personal use or use in the operation of that member's pool and spa service business other than a publication) without prior written permission from the publisher. For permission to make photocopies, contact the IPSSA Management Office at 888-360-9505, x2.

Editorial Content: The editorial contents of this publication are educational and informational in nature, and not intended as minimum standards, or legal or other professional advice. The Independent Pool and Spa Service Association has endeavored to include appropriate and accurate statements but disclaims any and all warranties and/or responsibility for the statements or their application. Users should confer with their professional advisers for specific input and assistance concerning their respective projects. Any expressions of opinion or perspective by authors of articles included in this publication are not necessarily those of the Independent Pool and Spa Service Association. Advertisements: The inclusion of commercial advertisements in this publication constitutes neither a recommendation nor an endorsement of the product or service advertised. Although IPSSA will not knowingly publish a false or misleading advertisement, no attempt has been made to verify the contents of advertisements included in this publication unless other than as set forth in writing by IPSSA.

We want to spotlight our members!

CALL FOR CONTENT

Have you had to use the IPSSA Sick Route Coverage benefit? We are looking for members to send us testimonials on how using sick route helped them in their time of need. Please send your story to info@ipssa.com - As a thank you, we will select three members who submitted their story to receive an IPSSA hat. All testimonials must be received by 10/23 to be entered into the drawing.

IPSSA MEMBER PORTAL

Have you logged on and updated your IPSSA.com Member profile listing? Enhance your exposure by uploading your company logo, linking your business website and social media pages, as well as uploading some pictures of your work. If you need your log in credentials re-sent, please contact memberservices@ipssa.com



A Message from IPSSA President, Todd Starner

HELLO IPSSA NATIONAL. I hope this finds you all doing well.

A couple of weeks ago, Region 11 (Florida) met for our quarterly meeting. During the meeting a discussion erupted on what is working and not working for the region. As I was listening to our Presidents discussing some of their struggles within their respective chapters, I realized that some may not be aware of the resources available through IPSSA National to assist chapters in being successful:

- **IPSSA Website Member Portal**

Once you sign in as a member on the IPSSA website, you are automatically re-directed to the member portal. From here, you can access the "Resources" tab (located in the blue bar after logging in), which provides all the information you will need including: Chapter Officer Tools, Insurance Program Information, IPSSA Committee Assignments, IPSSA Governance Documents, Membership Tools and Member Exclusive Discount Offers. If you are having problems accessing your username and password, please email memberservices@ipssa.com. **We also have some exciting news:** the IPSSA Member Portal will soon be upgraded for an even easier navigation experience. More information about the upgraded

Member Portal along with step-by-step directions on how to use it will be released to the IPSSA membership in the very near future.

- **Chapter Toolbox** This is a great resource for all chapter officers! This document is sent out regularly to all chapter officers and is also posted on the member portal of the website. To access the current and past issues of the Chapter Toolbox, just log into the member portal (as described above). From there, click the "Resources" Link in the blue bar and you will find it under the "Chapter Officer Tools and Training" page.

Another issue that some Chapter Presidents are concerned with is low attendance at their chapter meetings. What some chapters have been doing for over a decade may not be working anymore. We need to "think outside the box".

Here are some ideas that may help with low attendance issues, which was also discussed at the 2022 Weekend of Inspiration Conference:

- Remember that a chapter must have a monthly meeting to conduct chapter business, but this can be done with just the chapter officers and chapter members that wish to attend.
- Think outside the box to

gain interest in attending meetings and increase chapter camaraderie. Come up with quarterly fun and family friendly events for the chapter members to attend. Take suggestions from the chapter members themselves; whether it be attending a sports event, bowling, mini-golf, family picnic, or whatever is fun and popular in your area. When members have fun and get to know each other, they are more likely to show up to a meeting to see those members that they built a connection with. Just like meetings, these chapter events may take a few attempts to build up attendance, but I promise in the long run your chapter members will benefit from and look forward to them.

- Take photos from your chapter meetings and events and send them to editor@ipssa.com. IPSSA National is always looking for chapter event photos to post on the IPSSA social media pages as well as in The IPSSAN. This also helps increase IPSSA exposure to prospective members in your area, can help give other chapters ideas on what events were successful, and it's fun for the individual chapter to get a shout out.

Also, don't forget to reach out to your IPSSA BORD Regional Director if you have questions or concerns and don't know where to go. We are here to help you!

Until next time, stay safe, stay hydrated, have fun, and wear your sunscreen.

Thank you for your support. ■

CALLING ALL IPSSA REGULAR MEMBERS

IPSSA is Recruiting for Volunteers to Serve on the IPSSA BORD Committees

THE COMMITTEES MEET FOUR TIMES a year through Virtual experience. With this format very little time is taken away from your business or family. You will be able to work with the IPSSA BORD to ensure your organization is doing all it can to help the members and the community it serves.

The committees are as follows:

- **Education Committee**
Provides advice to the BORD on the strategic directions, development of the educational activities of IPSSA and public awareness to the community. Oversees the IPSSA Education Fund.
- **Marketing and Outreach Committee**
Designs and implements strategies for promoting IPSSA by continuously strengthening its brand and message - Knowledge through Community
- **Membership Committee Program**
Promotes and facilitates the recruitment and continuity of IPSSA members

Please submit your email intent with your name, and committee you wish to serve. Those wishing to volunteer may select one-committee to serve. If interested, please submit your name right away. If you are not selected for the committee of choice, please know that committees change throughout the year and we will keep your name on file. If you are interested or would like more information about the committee purpose and how best you can serve, please feel free to contact me, Rose Smoot at 888-360-9505 or rose@ipssa.com ■

Sparkling clean water *everyday*
... improving your pool and spa water experience since 1982



Ozone acts as a primary oxidizer, not as a disinfectant or biocide. Disinfection is achieved by maintaining a free available chlorine or bromine residual. Because Ozone is a more powerful oxidizing reagent than chlorine, Ozone reacts with organic or nitrogen containing compounds faster. Ozone does not combine with other compounds; instead, it causes the organic and nitrogen compounds to break apart. The smaller molecules are more water soluble, and some can even gas-off. Amine compounds are altered so that they no longer combine with chlorine. Ozone stops the buildup of chlorinated organic and amine compounds and does not form combines.

To summarize, chlorine's biocidal and residual properties are excellent, and in pool and spa water, chlorine is the primary biocide and the free available residual. Ozone is the primary oxidizer. Ozone increases chlorine's effectiveness as a biocide and residual.

Without Ozone, the homeowner uses much more chlorine to keep a free available residual and requires "superchlorination" or "shocking" compounds and other specialty chemicals to treat problems caused by pool oxidation by chlorine.

UltraPure
WATER QUALITY INC.
UV OZONE GENERATORS

Toll Free: 877.281.7603
www.waterquality.net

INSURANCE COVERAGE FOR SWIMMING POOL BUILDERS, REMODELERS, & SERVICE TECHS SINCE 1982



Builders • Remodelers • Plasterers

General liability limits to \$3M

- Popped pools
- Excess limits to \$5M
- Business contents
- Tools & equipment
- Coverage available in 48 states
- Monthly payments
- Group discounts available
- Most subcontractor classifications
- A-rated carrier

Swimming Pool Service Techs

General liability limits to \$3M

- Popped pools
- Bodily injury from chemicals
- Property damage from chemicals
- Optional faulty workmanship
- Haz-mat clean up incl. auto spills
- Communicable diseases
- Individual & group policies
- A-rated carrier

Endorsed insurance provider to



Advocacy. Tailored Insurance Solutions. Peace of Mind.

(800) 833-3433

www.arrowinsuranceservice.com

Automatic Pool Covers

Continued from front page

checkpoints are the best starting point for any technician looking for a mechanical issue with an automatic cover. After the housing lid has been removed, the motor end of the drive system needs to be checked using the following steps:

1. Check for secure electrical connection to motor. Whether the motor is quick-connected or hard-wired, the connection must be secured.
2. Check for broken or loose motor coupler bolts. Broken bolts are an indicator of other problems, not necessarily the main cause of a cover not operating. These bolts are not designed to break, but will fracture if put under an inordinate amount of torque over a prolonged period of time.
3. Check for proper tension on rope reel tension blocks. The technician needs to

ensure there is enough tension on the rope reels to make turning them by hand somewhat difficult.

4. Check for tangled or broken ropes. If ropes are tangled, it is very likely due to a lack of tension on the rope reel tension blocks (see step #3). In this case, the technician must first untangle the ropes and go back to step #3 to prevent a recurrence. The ropes should then be inspected for exterior wear or diameter inconsistency. Ropes should always be ¼ inch (0.25inch) in diameter. Any part of the rope less than 1/8 inch (0.125 in.) in diameter is showing signs of internal wear and should be proactively replaced at this time. If the rope or
5. ropes need to be replaced, the technician should check with the individual manufacturer for replacement instructions, as each has different guidelines on replacement procedures.
6. Check for a broken drive pin. While some systems have a shear pin, technicians should not confuse this with the present drive pin. Most modern drive pins are made of hardened steel and should not break, but should be checked regardless.
7. Check the shifting dogs (or shifting gears) for accurate alignment. If the shifting dogs do not engage each other, the pool cover can not move. This misalignment is more common on older systems and rarer (though still possible) on newer ones. A few common reasons the dogs do not engage are possible corrosion or a burr on the drive shaft, preventing a complete shift of the double dog from one

side to the other. If that is the case, the two motor coupler bolts can be easily removed, allowing the technician to lift the mechanism out of the frame, file or replace the shaft and re-install the mechanism, all in about five minutes.

8. Check for proper tension on the roll-up tube tension blocks. The tension blocks for the rollup tube prevent the tube from free spinning. As with the tension blocks for the rope reel, the roll-up tube should be somewhat difficult to move by hand when the bolts have the proper amount of tension.
9. Check for worn pulleys. This can either be done manually or by gently activating the controller and observing the effectiveness of the pulleys while the rope passes through them. There are typically six pulleys on every pool cover system. Three are located on the motor side of the drive system; one is located at the end of the tube, on the side opposite the motor; and two are located at the end of the tracks (one per track side). The two track pulleys are not easily seen and often overlooked by inexperienced service technicians. A great pool cover service technician must inspect these track pulleys and change them every five to seven years.



ADDITIONAL INSPECTION ITEMS

If present, the torque limiter should also be checked. Newer systems have electronic torque limiters (ETL) that do not require lid removal to make an adjustment; they are easily adjusted from a touch pad. Mechanical torque limit (MTL) systems require torque adjustments over the life of the system. Some of these MTL systems can be adjusted under the lid using wrenches.

Technicians should also check for ropes pinched in lid support brackets. With the popularity of stone or concrete lids, this inspection step is becoming much harder to perform, due to the added weight of these trendy materials. Companies should keep this in mind when they install stone or concrete lids. The frame, rope reels and end casting should also be checked for corrosion, particularly as salt generators become increasingly popular in the pool industry. Newer automatic cover drive components are anodized or made from stainless steel to prevent wear, but older systems may not be protected. If white material is present on drive components, all components

should have corrosion removed before reinstallation.

Finally, technicians should check for debris inside the roll-up housing, which can cause interference with the vinyl. Occasionally, the strangest items find their way into cover housings. Experienced technicians tell stories of everything from swim noodles, skimmer lids and bathing suits to raccoons, snakes and other assorted wildlife. These items will cause the cover to bind up while trying to open, so technicians need to keep their eyes open and stay vigilant.

A THOROUGH APPROACH

By spending five to 10 minutes evaluating the entire pool area and methodically following the proper diagnostic steps, a pool cover technician's time on site can be more efficient and effective. Of course, all this is moot if he or she does not communicate well with the customer. If any major components need to be repaired or replaced, technicians need to explain the problem and present the pool owner with options. Then, once a course of action has been decided upon and repairs have been completed, the technician must communicate one more time, to make sure the owner knows what has been accomplished and answer all of their questions. That's what turns a good service call into a great customer experience. ■

“Technicians should also check for ropes pinched in lid support brackets. With the popularity of stone or concrete lids, this inspection step is becoming much harder to perform, due to the added weight of these trendy materials. Companies should keep this in mind when they install stone or concrete lids.”

ALAN SMITH POOLS
Plastering Remodeling Design

ALANSMITHPOOLS.COM
714-613-4996

WOW'em to Earn More

CPOs choose Endless Pools® for a higher profit per-hour! With our deck-mount Fastlane® Pro current, you can upgrade existing pools with a 'lazy river' and countless options for all-ages fun and fitness.

2022 PRODUCTION SLOTS GOING FAST – ORDER TODAY
fastlane@endlesspools.com • 888-992-7946

* Profit on unit sale + installation valued at over \$3,000



ABOUT THE AUTHOR

Mike Shadoan has more than 25 years of experience working as a service tech in the field. In 2013, he worked his way into the position of vice-president of sales for Automatic Pool Covers in Westfield, Ind. Shadoan has been an integral part of the company's rapid growth. He can be reached via email at mshadoan@apc-mfg.com.

How Phosphate Removers Work

By Rudy Stankowitz, Aquatic Facility Training and Consultants

LET'S TALK ABOUT how phosphate removers work. Sadly, this is not something that everyone has embraced. I get it! I've been in the pool industry myself for thirty-one years. What's that got to do with anything? Well, phosphate concerns weren't voiced loudly in the pool industry until maybe 1998 or '99.

The O/G pool pros (not all, but a lot of them) pretty much took the stance 'I've been servicing pools for a decade and have done perfectly fine without this stuff'. So, they didn't see a need to add it to their routine. This mindset they then passed on to the techs they trained, quite a few of which started their own service companies and are still in the industry today.

Read a similar article here: [How enzymes work](#)

Phosphates and phosphate removal became more of a 'new wave' kind of thing. A high-margin product for pool and spa stores and a critical part of the care protocol for pool pros who entered the industry about that time. Again, not all of them, but a lot of them.

HOW PHOSPHATE REMOVERS WORK

I admit I wasn't an easy sell on this treatment myself. Even nowadays, my philosophy on the product is that phosphates are not a problem until they are a problem. The truth is, except for saltwater, you can maintain a swimming pool without issue with a high phosphate level. However, removing phosphates is

always a good 'insurance policy and will make pools easier to maintain. Again – not impossible, or even hard to do at a high level, but a lot easier when they are gone.



Florida phosphate mine

I'm bringing this up now because right now, that's what we need – easier. During this time of chlorine availability uncertainty, anything that can help us need less chlorine is a godsend. Whether you believe phosphates are an issue or not, we are all aware that phosphates are one of the 'limiting nutrients' for algae. We call it a limiting nutrient because you control the phosphate level and control the algae growth. We go after phosphates because the other factors that contribute to algae growth are not as easily controlled. These include nitrates, CO2 (which plays a role in nitrate intake), sunlight, and water temperature.

MORE CHLORINE OR PHOSPHATE REMOVERS?

The reality of it is that you are choosing how you control algae when you decide

whether to use phosphate removers or not. You either use the phosphate level to control growth, or you use chlorine. That doesn't mean that if you remove phosphates, you don't need chlorine, but if you don't, the chlorine that you add will get used up faster. In a time where you know at any given moment your distributor may be out of stock on chlorine, wouldn't it be a good idea to make it, so your pools did not need as much of it? The key to making it through this situation is in setting up your pools so that they need as little chlorine as possible. This will enable you to stretch your supply.



CRITICAL WITH AN SWG

Why the MUST DO on saltwater pools? Two reasons. First, the manufacturer



sized the cell for your salt system without phosphates in the water as a factor. So, with phosphates present, they struggle to keep up. Secondly, phosphates like to coat metals, including the plates inside your salt cell where the magic happens. The system will struggle to produce chlorine, and the phosphate coating will shorten the cell's life.

How we get them out depends upon your preference and will always involve adding heavy metals to the water. Would you instead do a slow vac to waste the day after the treatment is added? Or, are you more into repeatedly backwashing the filter? I honestly think both are a pain.

ALUMINUM SULFATE

If you decide vacuuming a mess of aluminum hydroxide sludge from the bottom of a pool is your thing, and you have a portable vac system capable of doing so, alum (aluminum sulfate) may be the way to go. Alum is super cheap if you can find it in bulk, and it has quite a few beneficial uses at the pool: Green to Clean, Copper Stain Removal, and Cyanuric acid removal (a work in progress).

Alum is $Al_2(SO_4)_3$; when put in water, it splits into Al^{+3} (aluminum) ions and SO_4^{2-} (sulfate) ions. Water is H_2O . It can split into H^+ (hydrogen) ions and OH^- (hydroxide) ions. The aluminum ions can combine with the hydroxide ions to form an insoluble floc, $Al(OH)_3$. Since alum is taking out the hydroxide ions, we are left with a surplus of H^+ ions. $pH = -\log[H^+]$, so pH is a measure of the hydrogen ion concentration. When the number of hydrogen ions goes up, the pH goes down. When the number of hydrogen ions goes down, the pH goes up. That means that when you add alum and get a surplus of H^+ ions, the pH will go down.

“If you decide vacuuming up a mess of aluminum hydroxide sludge from the bottom of a pool is your thing, and you have a portable vac system capable of doing so, alum (aluminum sulfate) may be the way to go.”

It is in this Al^{+3} (aluminum) ion phase where metal complexation occurs. Here we get an aluminum phosphate compound that is insoluble in water and caught up in our aluminum hydroxide floc. When you vacuum the floc to waste, you vac the aluminum-phosphate out with it. This is precisely the same process we theorize is occurring in alum's ability to lower cyanuric acid, except here the complexation would result in aluminum-cyanurate.

Some cons: Alum is temperamental as far as pH, Total Alkalinity, and water temperature requirements. For phosphate removal, we recommend a dose of four pounds per 10K gallons of water. It should

Continued on page 8

YOUR SERVICE DISTRIBUTION PARTNER... NOT YOUR COMPETITOR!



WHY CHOOSE US?

VALUE-ADDED SERVICES:

- Consumer-Driven Marketing Programs & Branded Websites
- Easy & Convenient Online Ordering / Delivery Options
- Large & All-Inclusive Product Inventory
- Over 370 Conveniently Located Sales Centers Nationwide
- Single Source for Product Knowledge & Training

MOVING BUSINESS FORWARD DOESN'T MEAN YOU HAVE TO GET THERE ALONE!



Phosphate Removers

Continued from page 8

also be understood that sulfate-containing products are not recommended for saltwater pools.

LANTHANUM

If backwashing a couple or three times sounds more up your alley, the heavy metal you want is lanthanum chloride. This is the metal every liquid phosphate remover in the pool industry uses. Lanthanum chloride works similarly to aluminum sulfate in

that when the chemical is added to water; lanthanum chloride splits into La+3 (lanthanum) ions and Cl- (chloride) ions. The La+3 (lanthanum) ions bond with PO43- (phosphates) and form a new compound, LaPO4 (lanthanum phosphate).

Lanthanum phosphate, like aluminum phosphate, is an insoluble compound, and just like aluminum sulfate, it will precipitate. However, the amount

of lanthanum chloride necessary to remove phosphates is much less in comparison. Aluminum sulfate requires a large dose as the product's success as a phosphate remover depends upon its acidity and ability to lower the pH of the pool water. Lanthanum is at a 1:1 ratio with phosphates in removal and works within the pH range we typically maintain in swimming pools.

THE METAL IS REMOVED WITH THE FLOC

The heavy dose of aluminum

sulfate is responsible for the heavy floc that will require a slow vac to waste. Although very expensive pound to pound, the much lower amount of lanthanum required allows the precip to stay afloat long enough for removal through filtration. The aluminum in the aluminum sulfate added, once thought to be a factor in dementia (now believed to be caused by a gene), is removed from the water in the vac of the floc it has formed when vacuumed correctly. So, which product you use is most heavily dependent upon where and how you want to clean up the mess, from the floor or the filter. ■



ABOUT THE AUTHOR

Rudy Stankowitz is a 30-year veteran of the swimming pool industry and CEO/President of Aquatic Facility Training & Consultants. He has conducted swimming pool related training/technical seminars throughout the world. Stankowitz is an award-winning PHTA and NRPA instructor. CPOClass.com

6-MONTH ALGAEICIDE
Phone: (800) 376-6579

End of
SUMMER SALE
August 1 thru September 30

SAVE TIME AND MONEY

SALT AND CHLORINE POOLS
REDUCED CHEMICALS

4-Packs (Pool)

<p>Blue/White Units</p> <p>Item # 331003 7.5K - 20K gallons \$15.00 OFF</p>	<p>Black/White Units</p> <p>Item # 331067 20K - 30K gallons \$17.50 OFF</p>	<p>Blue/White Boosters</p> <p>Item # 332004 7.5K - 20K gallons \$7.50 OFF</p>	<p>Black/White Boosters</p> <p>Item # 332064 20K - 30K gallons \$11.25 OFF</p>
---	---	---	--

Single Units (Pool)

<p>Blue/White Unit</p> <p>Item # 331001 7.5K - 20K gallons \$4.00 OFF</p>	<p>Black/White Unit</p> <p>Item # 331066 20K - 30K gallons \$5.00 OFF</p>	<p>Blue/White Booster</p> <p>Item # 332001 7.5K - 20K gallons \$2.00 OFF</p>	<p>Black/White Booster</p> <p>Item # 332066 20K - 30K gallons \$3.00 OFF</p>
---	---	--	--

Single Units (Spa)

<p>Yellow/White Unit Item # 331057 100 - 400 gallons</p>	<p>\$1.00 OFF</p>
<p>Indigo/White Unit Item # 331055 400 - 1000 gallons</p>	<p>\$1.30 OFF</p>

Commercial (Pool)

<p>PoolRx+ Commercial Unit Item # 101080 (Alloy-Cylinder Only. Requires Granular Minerals, Part # 332003) Ideal for 150K - 500K gallons</p>	<p>\$15.00 OFF</p>
<p>Blue/White Granular Minerals Bucket Item # 332003 Treats up to 300K gallons</p>	<p>\$34.00 OFF</p>

Learn more about these amazing products at poolrx.com We are also featured on podcasts: thepoolguypodcastshow.com and poolchasers.com



IPSSA's Find a Pool Service Professional
Search Function

DID YOU KNOW that potential customers can search for a pool service directly from the IPSSA website? These results populate an IPSSA member near them. Log into your member portal to add your company logo, website link and social media links to enhance the search results for your company. If you need help logging into your member portal, **send an email to memberservices@ipssa.com to reset your password.**

50% LESS CHLORINE

100% SUCCESS

Instant FROG® with Sanitizing Minerals uses 50% less chlorine* and protects for 6 months!

Call your local distributor today.

*Compared to the minimum EPA recommended chlorine level of 1.0 ppm for a stabilized swimming pool. ©2022 King Technology Inc.

Off the Deep End

Pool Bob's Hydro - Eclectic Musings

AT THE FRONT DOOR

Vern: OK, kid, I know this is your first day with the company, so try to pay attention and follow my lead. Don't speak unless you're spoken to and don't talk about religion or politics. Tell the client they have a beautiful home. Talk about the weather and maybe sports.

Joules: I understand.

Vern: And put your sun helmet brim down just above your eyebrows. It's too far back on your head. You look silly like that. Straighten your antenna too.

DING DONG

Jane (opening front door): Good morning.

Vern: Good morning, ma'am. I'm Vern, with the Intergalactic Pool and Spa Service Association and we're here to look at your robotic pool cleaner. This is Joules, my worker B.

Jane: Good morning, Joules.

Joules: Good morning, ma'am. You have a beautiful dome home. The Astro-turf appears realistic in today's partly cloudy synthetic weather. I do not golf.

Jane: Thank you...I think.

Vern: Uhh, this is a service call, ma'am, so we'll need to collect your payment. It's a 150 quadrillionth bitcoin for the service call, plus any additional repairs or parts. By the way, some pool parts and products are in short supply these days, so it may take a while to fix, but we could get you a brand-new cleaner installed in no time.

Jane: That's fine. Do you take Venus Card?

Vern: Sorry ma'am, only, Retina Checks. Too much credit card fraud, ya know?

Jane: Very well.

Vern: Note, in the check's memo space, "service call" and today's date is July 7, 2062. Now, look at this pen. Say, cheese. (click). Thank you, ma'am. We'll go around to the pool.

Jane: Alright, I'll meet you there.

ON THEIR WAY AROUND

Vern: Beautiful dome home? I do not golf? What was that? Artificial stupidity? Next time just nod your head and shut off your speaker. Ah, forget about it, kid. Hey, did you notice something strange about her? I can't put my finger on it. Was she for real?

Joules: I did not see her blink. She might be a hologram.

Vern: Well, the check cleared and that's what matters. Let's go to work.

MEETING AT THE POOL

Vern: So, where is the robotic cleaner, ma'am?

Jane: In the deep end. The children pushed Robby in the pool and ran away, laughing.

Vern: That's not good. He looks like a North Star 280 model with only 2 legs and 2 arms. Well, wadda you know, he's still holding onto the pole and net. Uh-oh! I see hydraulic fluid floating to the surface. Let's get him out quick. Gimme a hand, kid. He's gonna be heavy.

ROBOTIC CLEANER ON THE POOL DECK

Vern: Ma'am, we're gonna have to take him to the shop. I estimate it will be 500 quadrillionth bitcoin to fix. And that's an estimate, mind you, not a promise. It's what I don't see that scares me and there's always a little programmed obsolescence in machines. A new cleaner is only 2 trillionth bitcoin including Universe Tax and free installation. I recommend the 360 model upgraded with 3 legs and 3 arms. It has a new tile scrubbing tail and 50-year battery. It'll be much more stable with three legs and harder for the children to push into the pool.

Jane: OK, first, let me know if you can save our Robby. We must have a clean pool. My husband,

George, swims laps every day. It is his fountain of youth. George is such a machine. He works 28 hours a day and he needs the pool for relaxation. I like to soak in the spa. The children love the slide, diving board and swimming with the robo-dolphins.

Vern: We'll do our best to save him, ma'am. Hey kid, quick, what's the water chemistry?

Joules: 1.0, 7.5, 60, 120, 26.7 degrees Celsius, cyanuric 20, Saturation Index -.5, 400 ppb phosphates, TDS 950, salinity 400. Corrections to balance water: 3 bi-carb pellets, 1 hardness wafer and 1 drop of super chlorinate. Shall I make the adjustments?

Vern: Do it. That's some chemistry app, you've got there, kid. Ma'am your water chemistry condition is corrosive. Does the pool auto fill water supply come directly from a water softener or perhaps from the atmosphere distillation condensers?

Jane: I'm not sure. It is a new pool and we really don't know how to do the chemistry. By the way, do you know anything about artificial water?

Vern: It is a new technology and it feels the same as real water, but you won't float as well. The water colors, fragrances and flavors are fun, but...if you get one speck of stardust in the pool, it turns into moon cheese. Then it will take about two lunar cycles, with a dozen plasma hammer operators, to dig it all out. You might as well put in another new pool.

Jane: Let's not do that. Say, could you do pool service for us, from now on?

Vern: Absolutely! I'll have our Celestial Care routine pool service division start right away.

Jane: That will be fine. Oh...I hear the tea kettle whistling. See yourselves out. Thank you.

MOMENTS LATER

Vern: Hey kid, ya wanna check the skimmer, instead of standing



there twiddling your digits?

Joules: There are 2 small deceased pterodactyls in the skimmer basket and nanobot flies are swarming. My olfactory sensors are detecting a strong odor of decomposition. I do not have this situation on my cleaning app. I do not know what to do. I do not like the smell.

Vern: It smells like a paycheck to me, kid. Just pull 'em out with the basket and empty 'em in the fecal accident clean up bucket in the shuttle. We'll jettison it on our way to the next stop.

Joules: What if the Space Enforcers see us doing that?

Vern: Ah, forget about it, kid. We'll just hafta carry the stink around rest of the day, until we can dump it in the Haz Mat incinerator at the shop. Ya know, I don't think it was such a good idea to domesticate the dinosaurs for pets. It was OK to recreate them to be food when all the cows were re-purposed for methane fuel production. Hey, here's one for ya, kid. I hear there's a restaurant on Neptune that serves Bronto Burgers and T Rex Tacos. I'm told it's a great place to eat, but there's no atmosphere. Get it? No atmosphere. It's a joke, kid. You're supposed to laugh. Were you born yesterday?

Joules: My humor app has not been activated. There, now it is. Ha Ha Ha. I was not born yesterday. I was born Tuesday, but I am learning fast.

Vern: Ah, forget about it, kid. You're hopeless. Help me get this cleaner in the truck. Ya wanna gimme a hand? In fact, make it all 4, we gotta hustle. We've got 35 more stops and nightlight savings time is over. Hey, be careful you clumsy oaf! You almost pushed me in the pool. Why don't you watch where you're going, 4-eyes.

Joules: I am sorry. Please excuse me. I will be more careful...cyclops!

Vern: Hey, who are you callin' a.... Touche', Joules. You are learning fast.

Joules: Tell me, Vern. You seem displeased or possibly angry. Don't you like your job?

Vern: Well, to be honest, my social protocol chip was damaged, when I was a kid playing with lasers. I do like the job. I like the routine. It never grows old. Mostly, the work is the same yesterday, today and hopefully tomorrow, with a few surprises now and then. When you're older, Joules, you'll find the more things change, the more they stay the same.

Joules: How long have you been doing pools?

Vern: Today makes it 2 weeks.

Joules: Before robotics, how were pools serviced and repaired?

Vern: The people helped each other, I suppose...a long time ago, in a galaxy far far away.

“Imagination is everything. It is the preview of life's coming attractions.”

ALBERT EINSTEIN

Keep impelling IPSSA! ■

ABOUT THE AUTHOR

Robert (Pool Bob) Blade operates Aloha Pool and Spa and is a 20+ year member of the Monterey Coast IPSSA Chapter, Past President, Region 10 Secretary and PIE Show museum curator.

NEW!
Industry leading course content

NATURAL CHEMISTRY

NCPRO TRAINING
VIRTUAL LEARNING

FREE self-paced training modules
with optional testing & certification

Visit: www.ncprotraining.com to register today!

0:01

County Leak Services

A division of The Pool Center Inc. "The Leak Detective"
Contractors License 736686

- Expert leak detection & repair
- Serving O.C. L.A. & adjacent areas
- Gunite pools & spas only
- Guaranteed to find the leak
- Guaranteed pool crack repair

Referral commissions on prearranged jobs

714-632-0117
info@countyleakservices.com
www.countyleakservices.com

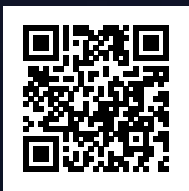
SAVES BETTER.

Not only do our ultra-high efficiency pumps save more energy than the other guys, they're also built to save you money, time, hassle, headaches—and also energy. Did we mention they're #1 in energy efficiency?*

INDUSTRY LEADER IN ENERGY EFFICIENCY.



TRISTAR® XE
ULTRA-HIGH EFFICIENCY
PUMP



Scan the code to
learn more.

 **HAYWARD®**
We Build Better.

*Based on TriStar® VS 900 among in-ground pool pump ratings, per U.S. Department of Energy efficiency metrics as of January 1, 2022. Visit hayward.com/regulations for details. Hayward, Hayward & Design, the H logo, TriStar and We Build Better. are registered trademarks of Hayward Industries, Inc. © 2022 Hayward Industries, Inc.

Behind the Liner— Dealing With Nutgrass and Staining

By Kevin Vlietstra, Haviland USA

GROUND PREPARATION IS critical when installing any pool, but especially so with vinyl liner pools. With in-ground vinyl liner pools, several feet of excess dirt and ground waste has been extracted from the ground and is hauled away prior to building the pool. For above ground pools, a site usually is excavated to level the ground and to clear away minor obstructions where the pool will be installed.

After the ground is prepared

and the dust is settled, it's time to install the swimming pool liner. Most believe if there is any vegetation remaining on the ground, it would die off after the liner is dropped. Large surface area, a tremendous amount of weight, and no light are all contributing factors (or lack thereof) to make all sorts of plant life die off, which by many accounts is relatively sound logic. Who hasn't seen a giant dead spot from their own experience of

placing a rock or a lawn ornament on a healthy patch of a lawn? However, gone are the days of simply putting the liner on top of the compacted level ground as there is likely more in that ground that you might imagine.

NUTGRASS

Enter nutsedge or more commonly referred to as "nutgrass." Regardless of what you may want to call it, nutsedge is a nuisance plant that wreaks

havoc on other plants, crops, and other types of agriculture by taking away resources from other types of growth.

When untreated or undertreated, this plant can poke through the basics of landscaping such as bark or plastic ornamental landscape



mulch. In some instances, nutsedge can penetrate asphalt, rock covered blocks and beds, and, of course, vinyl liners used in pools.

When it comes to vinyl liners for pools, nutsedge usually grows between the liner and the wall. Its growth will eventually penetrate the liner. Incredibly, this nuisance plant can even grow directly under the liner. Regardless of the location the plant, there are no real viable recourses anyone has to remedy a hole in a liner with a plant sticking through it.

The names nutsedge and nutgrass are often used interchangeably to describe this plant. Regardless of how you name this plant, it is important to know that these plants are not a type of grass but a type of sedge. Grasses typically have hollow, soft, and rounded stems. Think about your lawn, its makeup allows it to be easily pushed to the ground and bounce right back. Sedges, which grow much more upright than grasses, have solids stems that are triangular in shape, which make them stronger plants. Additionally, sedges have much thicker and stiffer leaves compared to grasses. Since sedges tend to grow at a much more rapid rate than grasses, combined with their stronger structure and vertical growth, these species of plants can penetrate several types of surfaces and materials.

Like some common weeds, tilling, scooping, or simply pulling nutsedge out of the ground will not rid the plant from the ground entirely. Deep within the ground, a small bulb will develop at the end of nutsedge' root structure. These bulbs are often referred to as the nut of the plant (hence the name nutsedge) but are actually called tubers. Though typically small, depending on the type of nutsedge, tubers can grow as big as ½ inch in diameter. Part of the difficulty in removing nutsedge is that tubers, whether they are still attached to the plant structure or even when separated from the plant, will fully develop into a brand new plant. Tubers can retreat deep into soil, upwards of a foot below the surface. At that level, the difficulty in fully removing nutgrass and their tubers by hand from the area where a pool is going to be installed, is all but impossible.

The most effective method of eliminating nutsedge from areas where the plant is established and actively growing is to remove the soil from the install site and replace with all new clean fill.

Continued on page 12

What might be heard at Mount Rushmore about Salt Water Pools...

I check the salt level and only use **AQUASALT**.

I keep the pH in the correct range.

I clean the cell every 2 to 3 months of use.

I add conditioner as needed, honestly.

AQUASALT®

www.aquasalt.com

George Washington
1st President

Thomas Jefferson
3rd President

Theodore Roosevelt
26th President

Abraham Lincoln
16th President

Behind the Liner

Continued from page 11

Realistically this is not a practical option for most homeowners or installers.

The next best option would be to chemically treat the ground. A popular off-the-shelf weed killer option is one that has the active ingredient glyphosate. When used as directed, these herbicides are doused over the plant and will kill the stalk and some of the root structure. Though this treatment effects what you see, these treatment products may only minimally impact the plants tubers, especially if the tubers are fully grown. When tubers are intact, they are free to grow and spawn new nutsedge stalks. To help prevent future nutsedge growth, after what has grown above the surface has been eliminated, products containing dichlobenil should be used as a ground treatment.

Dichlobenil (DIE-KLO-

BIN-EL) is a "selective" herbicide available in dry and liquid forms. Dichlobenil is "selective" in that it will only kill off perennial grasses and weeds and not all vegetation it comes into contact with. More specifically, the chemistry is only applied to the top layer of soil, so established shrubs, trees, and other plants with deep root structures will not be affected by its application when used in accordance to label directions.

To determine the amount of dichlobenil needed, pool area is important, but one should factor an additional two to three feet beyond the parameter of the pool. This extra treatment area around where the pool is going to be installed will account for nutsedges' long root structure. After consulting with the manufacturers directions for application rate, the material can be uniformly scattered, ideally with a hand

spreader. Once applied to the treatment area, the material should be raked well into the soil. Afterwards, when

using the crystalline version of dichlobenil, the treated area needs to be wetted well with water to start eroding the dichlobenil crystal. The crystal eventually leaches to a small surrounding area and then forms an herbicidal vapor barrier. Liquids will also provide this barrier, but its effects are not as long lasting as the crystals.

Remember tubers, deep in the soil will start to produce new nutsedge plants. Once the barrier is established at the soil

surface, the new plants coming up though the soil will die off as they germinate into and through the vapor barrier.

Using a ground preparation treatment should be considered if the bordering area of the yard or even the surrounding neighborhood is known to have nutsedge infestations. Reapplication should be performed around the perimeter of the pool on an annual basis to insure that no new growth

permeates through the ground.

Don't think you are effected by nutsedge (or nutgrass)? Unfortunately for everyone, this plant is recognized by the United States Department of Agriculture and several State-run organizations as an invasive species. Even though this plant thrives in water moist and nutrient rich soil, nutsedge is a highly adaptable plant. That when given enough time, can tolerate drought conditions, poorly maintained soil, even mountainous areas. Though prominent in the Southern United States, some genera of the plant have started to take off in Northern States and up both Coasts. While other minor types of nutsedge plants are already present in several Midwest and Northern States.

STAINING

In addition to nutgrass, staining on vinyl pool liners can be another major nuisance to pool professionals. As with nutgrass, with certain types of vinyl liner staining, the best solution is to try to pre-treat behind the pool liner to avoid these problems.

Grey/Black staining: One such staining is a grey/black colored stain that can occur as a result of microorganism activity on the back side or behind the pool liner. These microorganisms can produce dyes that are soluble within the plasticizers that are used to make the vinyl liner pliable. The microbial dye becomes visible on the pool side or inside of the liner as it wicks through the liner creating an unsightly, irregular shaped blotch. The stains can be diminished on the pool side through super chlorination, for a period of time, but will re-appear since the source of the stain originates from the back side of the liner. Low lying areas or those with high water tables may be more likely to contain these microorganisms. Installation of a polyethylene barrier between the walls and floor of the pool, and the vinyl liner, may provide a barrier to staining resulting from these types of organisms.

Pink Staining: It is very likely that pink blotches, which can appear on liners of all colors, including white, are caused by an indelible pink dye that is excreted by bacterial micro-organisms. Because the dye is highly soluble in the plasticizers used in flexible PVC pool liners, it can easily migrate through the entire thickness of the liner.

The portion of the dye that is exposed on the surface can be bleached by chlorine; however,

Continued on page 15



**You Could Win
A Trip To Hawaii Or A
\$1000 Cash Prize!**

The Most Interesting Frog
In The World Will Be Attending

P·I·E
POOL INDUSTRY EXPO
XXXV

October 6-8, 2022
In Beautiful
Monterey
CALIFORNIA

YOU SHOULD TOO!

WITH MORE THAN
80 HOURS OF
PRACTICAL TRAINING
FOR PROFESSIONALS
WHO BUILD, REPAIR
AND SERVICE POOLS
AND SPAS,
POOL INDUSTRY EXPO XXXV
IS THE PLACE TO BE!

Register Online
www.poolindustryexpo.com

Call For Information
650-323-7743

PLATINUM
SPONSOR

Hasa



Congratulations to
AQUA MASTERS, INC.
 Spin 'N Win Truck Winner!



ServicePro is an exclusive program dedicated to pool servicers that provides financial benefits, extended warranties, marketing support and much more to help dealers grow their business.

SIGN UP FOR SERVICEPRO

Contact your Fluidra® rep or visit FluidraRewards.com today and you could be our next truck raffle winner!



©2022 Zodiac Pool Systems LLC. All rights reserved. ZODIAC® is a registered trademark of Zodiac International, S.A.S.U., used under license. All other trademarks are the property of their respective owners. 88608_AD

Swimming Pool Ozone Myths and Misunderstandings

By Stephen Boswell, Fluidra

OZONE HAS BEEN USED as a pool sanitizer by DEL® since the 1970's. But despite ozone's longevity, there are still misunderstandings about the use of ozone to keep a pool or spa clean. There are questions not only about application—how to use ozone—but also about whether ozone even “works” to keep a pool clean.

BUT FIRST: WHY ARE WE STILL MIXED UP ABOUT OZONE?

It's hard to say definitively, but there are a few reasons why 40 years later, not everyone trusts ozone for a pool. Here are three common problems that led to ozone myths:

- Ozone used to be much more expensive for the average user and systems for backyard pools weren't readily attainable until the 1990's.
- As ozone became more common, more manufacturers entered the market

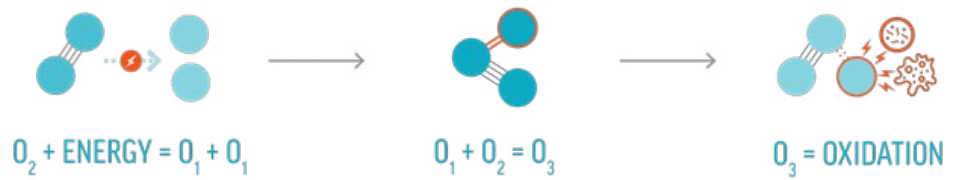
- More manufacturers led to decreased prices but also led to a system of market inequality
- Some suppliers continue to use very old tech like UV-based ozone, which prevents users from experiencing the full benefits of ozone in the pool
- As systems become more diverse, some manufacturers rely on inconsistent information (myths) to sell the “benefits” of their product.

It's no wonder that ozone hasn't become more commonplace on the pool pad.

QUESTIONS & ANSWERS ABOUT OZONE

WHAT IS OZONE AND HOW DOES IT WORK?

Ozone is a volatile gas and a form of oxygen. The oxygen we breathe is O₂, which is a stable molecule formed from



two oxygen atoms held together by a covalent bond.

Ozone is O₃. This unstable triatomic molecule is formed from three oxygen atoms and wants to balance out (go back to diatomic). To do this, the O₃ attempts to react with anything it can. This reaction is called oxidation. Oxidation can both clean and destroy other molecules, which is how we harness ozone in the pool. Ozone destroys bacteria, viruses, organic compounds, algae, biofilm, chloramines and more. In fact, ozone destroys these much faster than chlorine can and is more powerful than chlorine shock. Meaning you could replace shocking a pool to keep it clean while reducing the amount of chlorine you use.

IS OZONE GAS DANGEROUS?

An ozone system on the pool creates ozone gas and injects this gas into the water, transferring as much ozone as possible to the water. Some of it may not mix and this will “off gas” into the air.

Luckily, the amount of ozone produced by residential backyard systems is not high enough to be a danger when it gasses off from the pool. For commercial applications, some commercial systems do have extra safety equipment to prevent leaks, monitor ozone in the air, maximize the transfer into the water and capture any escaped ozone AS NECESSARY.

DOES OZONE DESTROY CHLORINE?

Put simply—yes, ozone can break down chlorine.

However, ozone doesn't destroy chlorine easily. Ozone focuses on other contaminants in the pool as well as chlorine and has trouble destroying hypochlorous acid, the active agent of chlorine.

Ozone will react more quickly with a hypochlorite ion, a less effective form of chlorine formed

when the pH is too high, therefore, we do recommend injecting ozone after your chlorine systems to minimize any possible effect on the chlorine.

DOES UV DESTROY OZONE?

There are some claims that UV will destroy ozone and make it ineffective. Here are some factors to consider:

- UVA is nonreactive with ozone. UVA is the type of ultraviolet that penetrates our atmosphere and gives you a sunburn.
- Although UVC can react with ozone, it does not penetrate the atmosphere and has no effect on ozone in the pool.
- In an Advanced Oxidation Process (AOP) system, UVC does not “destroy” ozone, but reacts with ozone and as a byproduct, creates hydroxyl radicals that treat your pool.

DOES SUNLIGHT REACT WITH OZONE TO CREATE AOP FOR “FREE?”

The UVA we are exposed to outdoors does not react with ozone, so it cannot create hydroxyl radicals to treat your pool.

DOES OZONE CREATE A RESIDUAL IN THE POOL?

A residual, like chlorine, is designed to always remain available in the water to protect swimmers. Ozone can exit into the pool and leave some residual, however, this residual will last 12 minutes at most in regular pool temperatures and is only around when the ozone system is running.

Ozone does most of its work in the pipes before it even makes it to the pool. Because practical residential ozone systems aren't going to output a high enough ozone amount to maintain the residual at a meaningful level, we recommend you keep chlorine as your residual.

DOES HIGH CYA AFFECT OZONE?

CYA is cyanuric acid and it's used in pools to protect the chlorine from being broken down by UV. (Unlike ozone, chlorine is affected by sunlight). However, as CYA gets

Continued on page 15

FWP, PEP & Mayfield Texas Branches Join Forces to Become



TEXAS POOL SUPPLY

Same Locations – Same Great Service – Same Great People!

- Shop at all Texas branches
- Access to inventory at 15+ branches
- Centralized billing
- Online shopping website
- 1 Brand to serve the state of Texas

WE'VE GOT YOU COVERED WITH LOCATIONS ACROSS TEXAS

Austin, TX	Laredo, TX
Conroe, TX	Midland, TX
Corpus Christi, TX	Pflugerville, TX
El Paso, TX	Plano, TX
Frisco, TX	Richland Hills, TX
Houston, TX	Round Rock, TX
Katy, TX	San Antonio, TX

txpoolsupply.com

Shop Online at all TPS Locations

tps.heritagepoolplus.com

ULTIMATE POOL TOOLS

Designed and engineered for real pool care professionals.



Meet the HyperPole product line.

Ultimate Pool Tools' Carbon Fiber HyperPole line features poles that extend to 13 feet, 15 feet and 17 feet.



3X13/HYPERPOLE
Extended length of 153" (13 ft.) and a collapsed length of 60"



3X15/HYPERPOLE
Extended length of 180" (15 ft.) and a collapsed length of 61.5"



3X17/HYPERPOLE
Extended length of 206.5" (17 ft.) and a collapsed length of 82.25"

[Learn more at UltimatePoolTools.com](http://UltimatePoolTools.com)

Ozone Myths

Continued from page 14

too high it can “lock-up” chlorine, making it less reactive and require more for it to be effective.

Many ozone users like to keep their chlorine levels lower, but high CYA prevents this. High CYA may require chlorine levels of 5 ppm or more. Thus, low CYA and low chlorine tend to get coupled with ozone or AOP, even though CYA doesn't directly affect them.

IS UV-BASED OZONE BETTER THAN CD OZONE? HOW ARE THEY DIFFERENT?

UV-based ozone uses a bulb tuned to a particular wavelength that will create ozone gas. CD ozone (corona discharge) uses an electrical current to do the same thing.

CD has quite a few advantages over UV tech:

- CD produces more ozone per unit than UV
- CD takes up much less space and is more durable than a UV bulb
- CD systems have a longer life span while UV degrades steadily over a set number of hours



So why do some manufacturers continue to use UV-generated ozone? CD ozone is innovative, miniaturized technology. Many manufacturers aren't prepared for that investment when UV bulbs are easily accessible.

IS CD OZONE LESS EFFECTIVE IN HIGH HUMIDITY OR HEAT?

A corona discharge system can build up nitric acid in high humidity—meaning you may have to replace the ozone feed every year or so.

Even when degraded by humidity, CD ozone output is much higher and more stable than UV ozone, while the UV bulb output decreases every day. DEL has continued to improve its CD systems to produce less nitric acid buildup to perform better in high heat conditions.

DOES A DEL SYSTEM ALWAYS REQUIRE A MIXING DE-GAS VESSEL? (MDV)

No, the MDV isn't always required for residential systems, but it's great at transferring ozone in the water and destroying undissolved ozone. Here's why should consider an MDV:

1. The MDV will help prevent vinyl liners from fading and help locate where fading is not prominent.
2. If a pool has an auto-cover and spends a lot of time with the cover on, ozone can build up underneath and degrade the cover; an MDV can minimize the ozone buildup.
3. If you aren't a fan of small bubbles in the pool, an MDV can help with this as well.

DO CD SYSTEMS PRODUCE “TOO MUCH” OZONE?

Del systems are designed specifically for residential pools. And at that scale, you generally want as much ozone as is appropriate for the pool or spa size to keep it clean. Whether on its own or combined with UV in an AOP system, ozone is a powerful chemical that can reduce chemical use, keep water clear and make the pool a safer place to swim.

With the currently high costs and low supply of chlorine tablets available, now is the perfect time to try ozone. ■

Behind the Liner

Continued from page 12

new dye will migrate to the surface and it will appear as if the chlorine is having little or no affect.

The bacterial micro-organisms can become established on either the water side or back side of the liner. Growth on the water side may occur if free chlorine levels are allowed to drift below 1.5 ppm at the same time that organic matter and bacteria have accumulated in the water. Superchlorination at this stage will rid the pool water of the contamination, but if the dye had penetrated below the surface, staining tends to linger indefinitely.

Growth on the back side may not take place directly on the liner, but rather on some other material in contact with the liner such as soil or a backing material like styrofoam, felts or taping. Even though an anti-microbial agent is incorporated into the vinyl formulation, the dye can migrate from unprotected components and stain areas well beyond the point of infestation. If there is a lot of pink dye visible on the back side or any backing material, it will certainly be the source of the problem.

If the liner is replaced, all contaminated materials must be removed and the entire pool shell (floor and walls) must be disinfected with a liquid chlorine spray or other suitable disinfectant.

Special problems are presented by locations that have high water tables which continually bring water loaded with micro-organisms to the back side of the liner. Using disinfectants at these sites may be ineffective, since they will be quickly

washed away. A possible defense may be some type of barrier layer; either a plastic sheet, perhaps polyethylene between the pool shell and liner or a barrier coating of some kind applied directly to the pool shell.

CONCLUSION

Whether it's nutgrass or staining, pool professionals need to remember the importance of treating these issues behind the liner. We all know stains plague pool service professionals especially the stains that need to be treated behind the liner. The most important part of solving stain issues is to identify the type of stain before treatment. Luckily, there are many in-pool stain-detection kits designed to narrow down what elements are present in a particular stain, so professionals can confidently recommend the correct stain-removal treatment—even if the kit points to a problem behind the liner. The best-case scenario is that by using a stain detection kit, the problem is something easily solved with a change in water chemistry. But it's better to go into the situation with good information so you can make good decisions about the best approach to stain removal. ■

ABOUT THE AUTHOR

Kevin Vlietstra is the Technical Director and Regulatory Specialist with Haviland Pool & Spa. He has been proudly working in the recreational water industry for over 20 years.

Letters to the Editor

LETTERS TO THE EDITOR MUST BE SIGNED in order to be published, and must be accompanied by an address, valid e-mail address, and a daytime phone number for verification purposes. (Your phone number will not be printed.) Unsigned letters will not be published unless a compelling reason for withholding your name is given. Letters to the editor containing erroneous or unverifiable information will be edited or rejected. No letter that makes personal attacks on someone's character will be published. The editorial staff reserves the right to edit for length or grammar or reject submitted material that does not meet these standards. Letters requiring a response will be held for publication until the response is received. Opinions expressed in published letters do not imply endorsement by IPSSA.

Follow us! @IPSSA

Back office admin work keeping you up at night? Sleep like a baby, with LOU®

LOU is cloud business software built to streamline your business, and help you catch those zzz's.

- ✓ Retail / Point of Sale
- ✓ Service - Recurring, Repairs
- ✓ Work Orders
- ✓ Inventory - 100% real-time visibility across all stock sites
- ✓ Routing & Scheduling
- ✓ All Cloud - No Servers



LOU was built on feedback and best practices from over 500 pool & hot tub dealers.

24 x 7 online support center - Unlimited phone & email support
Live in 30 Days

Seasonal licensing saves you money in the off-season.

www.evosus.com/lou 360-735-9510 x1

© 2022 Evosus, Inc. All Rights Reserved.



877-766-5757

www.PoolRouteSales.com

SELL YOUR
ROUTES



We Make
It Happen



The Original Route Broker
In-House Escrow Services
Over 10,000 Routes Sold
Unmatched Support

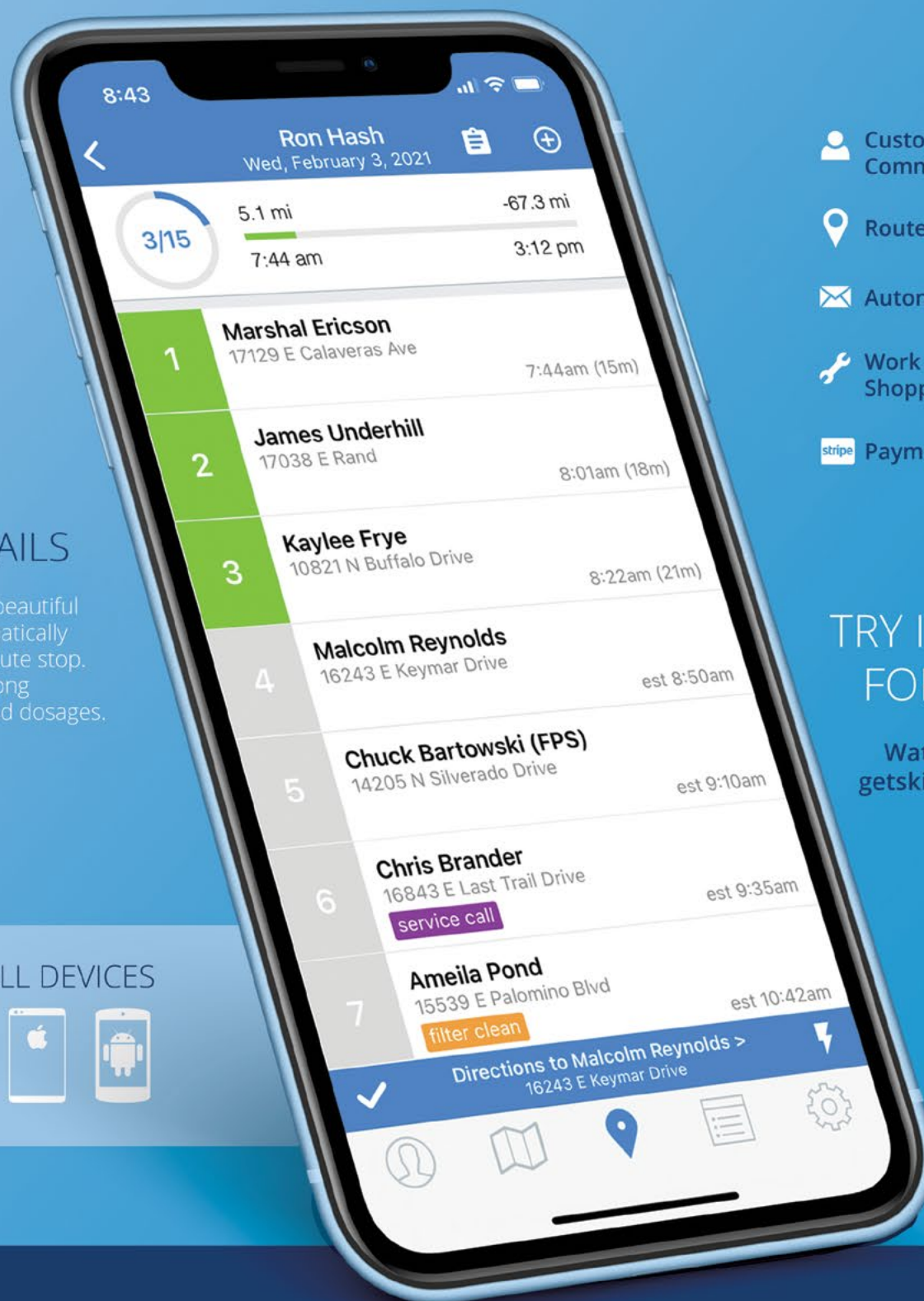
National Pool Route Sales, LLC
California Pool Route Sales, INC

877-766-5757



SKIMMER

EVERYTHING YOU NEED TO RUN YOUR POOL SERVICE BUSINESS, ALL IN ONE APP.™








SERVICE EMAILS

Email your customers beautiful service reports automatically when you finish each route stop. Include photos along with chemical readings and dosages.

AVAILABLE ON ALL DEVICES



-  Customer Tracking & Communication
-  Routes & Optimization
-  Automated Service Emails
-  Work Orders & Shopping Lists
-  Payments & Invoicing

TRY IT RISK FREE
FOR 60 DAYS

Watch the demo at
getskimmer.com/demo

 getskimmer.com
 480-718-2158
 support@getskimmer.com



AS HEARD ON

© 2022 Skimmer, Inc. All Rights Reserved



USA Benefits Group
Health • Life • Senior Insurance

Health Insurance
designed for the
SWIMMING POOL INDUSTRY
Individual • Family • Business
NO DEDUCTIBLE • Nationwide Coverage • NO NETWORK



Geoff Matthews (619) 571-3393
GMatthews@usabg.com www.usabglive.com



Alpha West
marketing group

Dedicated Marketing Professionals
“Leaders in Sales Since 1979”

- ✓ Professional
- ✓ Dependable
- ✓ Innovative
- ✓ Reliable
- ✓ Exceptional
- ✓ Resourceful

www.alphawest.com
818.519.6195



IPSSA's Path to Professionalism Member Spotlight

IPSSA's first and foremost priority is to assist its members with growth and professional development through IPSSA's community, education, and support.

Each month we will be highlighting a member through our IPSSA's Path to Professionalism Member Spotlight. This month, please meet Jay Laughrey of IPSSA Region 3 – CA Foothills Chapter.

“**My first step to the path of professionalism was joining IPSSA. Before that, I was unlicensed, uninsured and trying the best I could to run a business for many years. Being surrounded by pool pros now has gifted me with priceless knowledge, education and camaraderie. In addition, I am now licensed, insured and certified. What a great feeling!**”



JAY LAUGHREY
J.T. Poolwerx
IPSSA Region 3
CA Foothill Chapter

Resource Corner



IPSSA MEMBERS Retrieve the Arrow/HUB Insurance Claims Report, via IPSSA Member Portal under resources. If you can't find it there, check out the IPSSA Chapter toolbox, it will be waiting for you there.

Take **PRIDE** In Your Work.

Don't settle for anything less than the **BEST REPLACEMENT FILTER ELEMENTS** that are **USA-MADE** to **OEM SPECIFICATIONS** with over **60 YEARS** of industry knowledge, experience, and **UNMATCHED CUSTOMER SERVICE.**

www.Unicelfilters.com



Pooltec® - The Chlorine Shortage Solution

Pooltec® 3-in-1 Algaecide - Water Clarifier - Chlorine Booster



- Reduces chlorine use by 35% to 65% and more
- Less CYA conditioner tab use, reduces CYA buildup by 1.0 ppm per tablet
- Only 4 to 8 Fl. Oz. / Weekly per 10,000 gallons



1 gallon size

1/2 gallon size

1 quart size

When you consider less chlorine tabs, CYA conditioner, algaecide and clarifier usage, Pooltec pays for itself.

Made In U.S.A.

EasyCare™ Products USA
McGrayel Company, Inc.
5361 S. Villa Avenue
Fresno, California 93725

Toll-Free: 1-800-289-7660 Direct: 559-299-7660 www.easycarewater.com

Pooltec™ is a trademark of McGrayel Company, Inc. Pooltec™ is manufactured with components that are made in the U.S.

From the Makers of the Red Baron

New!

FENIX

Fast & Easy Replacement Parts!

★★★★★ DURABILITY BY DESIGN Since 1961 ★★★★★

PURITY POOL
www.puritypool.com

MADE IN THE USA

waterway™

Best Choice For Your Pool!

Power Defender 110 Single Speed Pump
Power Defender 140 Variable Speed Pump
Crystal Water Cartridge Filter
Crystal Water D.E. Filter

www.waterwayplastics.com

Designed, Engineered & Manufactured in the **USA**

IPSSAN0722 ©2022 Waterway Plastics

HEY RAY!

Ray Arouesty, Senior Vice President of Arrow Insurance Service, a division of HUB International Insurance Services, answers commonly asked insurance and liability related questions from pool service professionals.

QUESTION:

I'm thinking about joining IPSSA. What insurance options are available to members?

ANSWER:

IPSSA members have the option of enrolling in the IPSSA Group Insurance Program that offers the best insurance coverage available to service techs anywhere. Coverage includes the following:

General Liability Insurance

- Limits of \$1,000,000 per occurrence / \$3,000,000 aggregate are provided:
- Coverage is included for damage to items worked on (faulty workmanship),
- Waterborne diseases (excluding Legionnaire's),
- Increased cost of water due to overfills,
- Lost Key/Lock replacement,
- Limited pollution coverage for swimming pool chemicals,
- Haz-mat clean up coverage,
- Optional liability and property coverage for stores, warehouses, and offices,
- Optional janitorial liability coverage,
- Optional higher liability limits,
- Optional pool/spa remodeling coverage,
- Optional continuation liability coverage for retired members,
- Low \$500 property damage deductible

Lost Business Income

\$10,000 limit for your lost income if your customer's property is damaged by wildfire, tornado, earthquake, flood or hurricane

Accident Medical Coverage

\$5,000 for medical expenses following an accidental injury at jobsite

Life Insurance

\$50,000 for covered members to age 70 (\$20,000 for members age 70-80)

Members pay a low monthly premium. The rate applies separately to each insured person. Specific terms, conditions and exclusions are described in the policies. For more details call Arrow Insurance/HUB International at (805)955-9526. ■



HUB INTERNATIONAL INSURANCE SERVICES

hubinternational.com
Ray.Arouesty@HubInternational.com



IPSSA Code of Ethics

ASA MEMBER OF the Independent Pool and Spa Service Association, Inc., I will utilize my professional knowledge and skilled practical workmanship in providing quality customer service. To that end, it will be my responsibility to keep informed of developments in the pool and spa industry including new techniques and product applications.

My second obligation will be to the members of IPSSA by giving them any professional assistance they may need including sick route coverage. With respect to sick route coverage, I will treat sick route clientele with professionalism and respect and will not solicit the business of a sick route client while providing sick route coverage.

My final responsibility will be to my community and its citizens. I will strive to communicate the necessity for pool safety and other issues of importance to pool and spa owners.

In these ways, I will promote the ideals and objective of the Independent Pool and Spa Service Association, Inc.

Introducing



Visit our new website dedicated to pool professionals – LesliesPro.com



SEE INVENTORY

Check store inventory before visiting



SHOP ONLINE FOR PICKUP

Buy online and have your items ready for pickup, saving time



WHOLESALE PRICING

Access to your wholesale pricing & visibility to consumer retail prices



REORDER WITH EASE

Easy reorder functionality for frequently purchased items



INTUITIVE INTERFACE

Intuitive, simple online shopping interface



FIND PRODUCTS EASILY

Easy to find the products you need as a Pool Professional

Introducing Leslie's Pro Partner Program

A new program designed to grow your business.

Enroll today to take advantage of these program benefits:



WHOLESALE PRICING

Qualify for trade pricing on the products you use every day.



REFERRAL PROGRAM

Add new customers to your business with referrals from your local Leslie's stores.



REBATE PROGRAM

Buy more, earn more! Earn rebates based on your annual spend.



MAJOR EQUIPMENT BENEFITS

Receive extended protection on all Jacuzzi equipment and other select products.



VENDOR PARTNERSHIPS

Access discounts and other member benefits from selected vendors.

- SPPA - Insurance
- Skimmer - Routing App



ADDITIONAL BENEFITS

- Open 7 days a week
- FREE water testing
- Convenient locations
- FREE in-store labor
- FREE pool cleaner inspection

Apply at LesliesPro.com or email Commercial@lesl.com to learn more.



Stellar Sales Alliance Partners with Chlorine Genie

Chlorine Genie, the flagship product of Ultimate Water, is pleased to partner with Stellar Sales Alliance, a sales team of ten pool professionals who will be representing the Chlorine Genie and several other products in Florida as well as the Caribbean.

Stellar Sales Alliance will be responsible for sales of the Chlorine Genie, a patented technology that uses an electrolytic cell submerged in salty, brine-softened water to produce chlorine using reverse osmosis and a water descaling system built right into the unit—making it an incredibly simple solution to setup and maintain. The only inputs to the system are salt and water.

“We are very excited to offer this revolutionary product to our clients this season, especially in light of the industry’s chlorine shortage,” says Fernando Barragan, Managing Partner at Stellar Sales Alliance. Thomas Vessiere, National Sales Director at Ultimate Water indicates “Having the Stellar Sales team will help ensure the Chlorine Genie solution will quickly make its way into both the residential and commercial

market in Florida and the Caribbean.” Pool Builders and Service Companies wishing to incorporate the [Chlorine Genie](#) can contact 800-970-7616 or email sales@ultimatepoolwater.com. In Florida, Stellar Sales Alliance can be reached at 561-247-0606.

CamerEye Introduces Smarter Pool Construction Monitoring and Management System

CamerEye™ introduces smarter pool construction monitoring and management with the most complete AI-video camera pool safety system and builder portal specially built for the pool industry. CamerEye transitions from the start of pool build, through construction and alarm inspection to providing ongoing pool safety for homeowners after the job is done.

[CamerEye’s builder portal](#) is designed for pool builders who want streamlined job oversight and project management. The smart AI-video camera system and portal allows pool builders to monitor all job sites and construction progress from start to end.

OPTIMIZING EFFICIENCY AND SAFETY WITH ONE INTUITIVE SYSTEM

CamerEye provides real-time video, analytics, and recorded time-lapse video of construction progress, personnel activity, equipment security, and photo/video documentation, improving safety and quality control while reducing effort and expenses.

Live Video Monitoring 24/7 provides insight into multiple jobs at all times. Remote oversight capabilities help with quality assessment, to minimize supervisor visits to job sites, and allow easy monitoring of crews, subcontractors, and supplies.

Time-Lapse Video and Photo Documentation records and tracks each

stage of construction from excavation to shotcrete to pool opening. Recordings and downloadable videos improve accountability, and job site material and equipment security, reducing risk of liability and litigation.

Unlike motion-based traditional monitoring cameras and outdated pool alarms, CamerEye is the only complete AI camera-based safety system that uniquely offers human and pet-only detection and alerts, notifying when personnel are on the jobs, construction is in progress, and if children and pets are near the pool perimeter, all while reducing false alerts of other moving objects.

For optimal pool safety inspections, CamerEye is the first and only camera-based pool alarm that meets ASTM F2208-08 pool safety standards. It complies with pool barrier laws in 33 states and replaces door alarms, floating pool alarms, and in-pool splash alarms.

Once a project is complete, builders can pass on the already-installed camera system in just one click to homeowners. The advanced pool safety and security system provides 24/7 monitoring, detecting and alerting for humans and pets in and around the water, and provides the fastest distress detection with AI cameras, safeguarding pool areas for their ongoing peace of mind.

Learn more at camereye.ai.

Hayward® Announces OmniLogic® Integration with Savant® Home Automation

Hayward Holdings, Inc. (NYSE: HAYW) (“Hayward”) today announced that OmniLogic control will now be available on Savant Home smart systems, allowing users to seamlessly manage their pool, spa or other devices connected to Omni® from a Pro Remote or similar control device.

OmniLogic, Hayward’s cloud-based automation platform, has long set the industry standard for control

and management—offering streamlined control from the top-rated mobile app, Apple Watch® and most voice-enabled smart devices (via Amazon® Alexa® and Google Assistant®).

Savant Home, a product of Savant Systems, Inc., offers customers the most diverse portfolio of DIY and professionally installed smart products across a network of authorized integrators. Available at thousands of leading retail stores, Savant Home provides users with total control over their home theater, speakers, smart lighting, climate control, security and more.

The OmniLogic integration with Savant Home devices enables users to extend their home automation capabilities into the backyard, providing a new dimension of smart control for many Hayward and Savant users alike. Notably, it will allow pool owners to set water temperature and pump speeds, change lighting colors/themes, manage water chemistry and much more—directly from Savant control devices.

“The Omni platform is all about simplicity,” said Matt Kimball, Vice President of Marketing at Hayward. “At Hayward, we want to provide consumers with intuitive, easy-to-use automation solutions. Savant is a great partner who has mastered the art of refined simplicity without compromising power or performance.”

For more information about Hayward products and platforms, visit hayward.com. For more information about Savant products and platforms, visit savant.com.

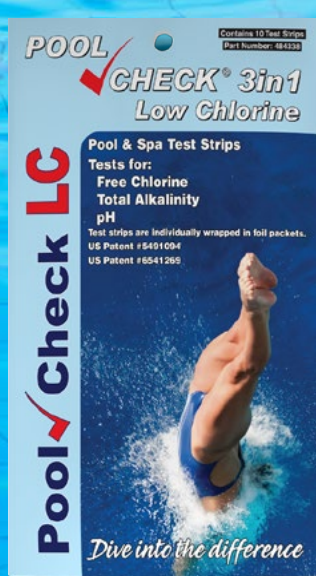
Things to do in August

- Wear sunscreen
- Wear a hat
- Drink lots of water

USING ALTERNATIVE POOL SANITIZERS?



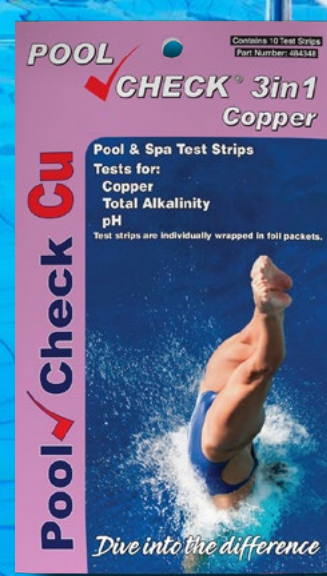
SALT



LOW CHLORINE



BORATE



COPPER



OZONE

TEST WITH THE BEST!



sensafe.com • its@sensafe.com • 800-861-9712 • Industrial Test Systems, Inc.

SENSAFE ITSSENSAFE



The Capital Valley IPSSA Chapter held a fun and successful chapter networking event at a local Sacramento River Cats game on July 16th. With almost 40 people in attendance, their group enjoyed the Star Wars-themed game which included Star Wars characters roaming throughout the park for photo ops and aerial fireworks show to conclude the event. They even got a shout-out on the River Cat's game banner!



Rick has been a member of IPSSA since 1984 and is currently a member of the IPSSA Region 5 – Yorba Linda Chapter. He started his pool service business in 1982 with just five accounts while working another part-time job on the side. Thanks to mentoring from seasoned IPSSA members, such as Bill Walton (a founder IPSSA North Orange County Chapter), Rick's route grew large enough to allow him to quit his part-time job and focus on his new and thriving business. Now 40 years later, he happily celebrates his continued success in the pool service industry. Cheers to 40 years, Rick!



www.springboardprb.com

WANT TO SELL YOUR POOL ROUTE?

We put cash in your pocket!

SPRINGBOARD
POOL ROUTE BROKERS

- ✓ Fast results
- ✓ Easy transactions
- ✓ Qualified buyers

Call us Today for a FREE Route Appraisal

1-888-998-7665



NEXT UP IN THE IPSSA WEBINAR SERIES

THERE ARE LIMITED SPOTS AVAILABLE, SO REGISTER IN ADVANCE!

The Business of Pool Service

Tuesday, September 13

5:00pm – 6:00pm PST

Hosted by Mark Feldstein,
Gardner Outdoor and Pool Remodeling

Mark has been in the pool business for over 18 years. In this informative webinar, he will discuss the challenges we face in our industry and guide you through new ways to compete, market and grow your business.

What you will take away from the webinar:

- Why knowing your prospect's decision-making basis is critical to improving your closing ratio
- What to reply when a prospect says, "Your competition is cheaper." and not compete as a commodity
- How to develop a marketing differentiator to make your company stand out from the crowd
- What you need to know to effectively use Hot Button Marketing and increase leads
- Ideas for zero-cost or low-cost marketing tailored just for Pool Service Professionals
- How to leverage your business to lower costs, boost revenue, up-sell and create strategic partnerships

CLICK HERE TO REGISTER FOR THE WEBINAR

or email info@ipssa.com to have the registration link sent to you.



FICTION VS. FACT

1. Membership in IPSSA means you have to participate in the IPSSA Insurance Program through Arrow/HUB Insurance Service.

FACT: Membership in IPSSA requires you to have general liability insurance with a minimum of \$1Mil limit. Proof of insurance must be provided upon acceptance of membership.

2. As a new member of IPSSA you must pass the IPSSA Water Chemistry Exam immediately.

FACT: A new member has up to one year to pass the IPSSA Water Chemistry Exam or may provide a certificate of training from one of the following courses: IPSSA Water Chemistry Exam, Professional Pool & Spa Operator (PPSO), Pool Chemistry Certified Residential (PCCR), Certified Pool Operator (CPO), LA County Health Department License, Florida Registered/Certified Pool and Spa Exam. Each Chapter can accept

alternate certification or still require IPSSA Water Chemistry to be passed. All proof of alternate certification must be sent to IPSSA National by the Chapter President, not the Member.

3. As a prospective member you must attend three meetings before acceptance of membership.

FACT: That is not IPSSA National Policy, chapters do have the authority to adopt meeting requirements for their prospective members.

4. Chapters must learn how to file insurance claims.

FACT: Chapters are not required to file an insurance claim. Individual members should be responsible for filing and contacting their insurance broker.

5. IPSSA National and Chapter dues include insurance fees.

FACT: Your membership dues

(formerly known as fees) do not include insurance or any service fees.

6. Members pay a reinstatement fee.

FACT: IPSSA National does not charge a reinstatement fee. The only time member is charged a fee by IPSSA National is for returned checks.

7. IPSSA National collects fines for chapters on individual members.

FACT: Chapters and regions are responsible for collecting fines to individual members.

8. Chapters can buy gift cards or hand out cash to chapter members from dues, chapter support and/or manufacturer rebate programs.

FACT: Chapters may not expend any Chapter funds for general gifts for chapter members (including their families, employees, and designates); distribution of excess revenues of the Chapter; payment of business

expenses of Chapter members (including most insurance) unless approved in advance and in writing by the IPSSA Board of Regional Directors.

9. IPSSA doesn't contact or call me when I haven't paid my dues.

FACT: Multiple emails are sent out during the month noted "IPSSA Membership Past Due - First Notice/ Second Notice." If we don't receive payment by the end of the month a cancellation notice is sent out to the member and we alert Arrow Insurance if you are enrolled.

10. IPSSA won't let me rejoin after I've been cancelled for membership.

FACT: IPSSA is more than willing to have members rejoin that accidentally dropped. All we ask is for the members to pay their past membership dues so there is no lapse in membership. ■

PENTAIR Rebate Program — Take Advantage

PENTAIR AQUATIC SYSTEMS appreciates the support of IPSSA membership. Pentair is pleased to continue offering IPSSA a rebate incentive based on individual product purchases of each member.

Pentair will reimburse IPSSA National one dollar (\$1.00) for each whole good that a member purchases throughout the year. The list of qualifying whole goods is the same that are listed in Pentair's PIP program, but basically pumps, filters, heaters, heatpumps, cleaners, automation systems, sanitizers and colored lights are included.

For IPSSA to receive payment each member must register individually on the Pentair IPSSA Incentive Program Registration Form [click here](#) and also available on the IPSSA member portal site under [Member Only Exclusive Offers](#). This will allow Pentair to monitor and collect electronically from participating distributors

purchase details, or direct from the member purchases for the rebate accumulation.

If a member does not register, their purchases will not qualify and cannot be added later.

The Pentair Incentive Program reflect purchases made between the dates of October 1st through September 30th during each rebate year.

This program does not affect any member purchases that may also currently be individually enrolled in the PIP program. If dealers have any questions regarding the program, please have them dial 800-693-0171 or send an email to rewards@pentair.com.

The funds generated will be used for IPSSA's continuing education and research programs. ■



Since 1984 — Employee Owned
Specialists in Swimming Pool Safety Products

The employee owners at **Pool Covers, Inc.** are committed to great customer service for you and your clients!

Know that when you refer your clients to us they do not need to shop anywhere else. Pool Covers, Inc. employee owners will not only provide **superior customer service** but will provide you with the most innovative products to make your clients pool safe. We offer child safety fencing as well as safety swimming pool covers. Our style of "one stop shopping" makes it faster and more convenient for you and your clients.

Remember, for every client you refer that purchases a safety product from Pool Covers Inc., you will receive a referral check. We here at Pool Covers, Inc. appreciate you and your business!

Pool Covers Inc. providing quality safety products and service in Northern California for over 30 years.

Call us at 800-662-7665 with your referrals!

Save Lives, Save Water, Save Heat, Save Money!



ALL PURPOSE XpH

POWERFUL PREVENTION

Stain & scale control on a different level.

- Works in wide pH ranges
- Effective in higher temperatures
- Highly chlorine tolerant

IDEAL FOR SALT POOLS!

STAIN DROP

POOLSTAINDROP.COM




New Products

Nature's Care Offers "Open-Close" product

Newly re-imagined Nature's Care brand offers an 'Open-Close' product that helps keep water beautiful all year long, regardless of the season. This environmentally friendly product uses a concentrated enzyme formulation ideal for use during pool openings and pool closings to prevent hard to clean waterline rings and staining. Naturally breaks down and removes non-living contaminants. The product also helps keep liners supple and protects other vulnerable surfaces from decay. Biodegradable and non-toxic, this product is proudly made in the USA. Available in 1 Quart and 2 Quart sizes. **Learn more at naturescarepool.com or 616-365-9515**



IN MEMORY

James Arthur Bradbury September 15, 1933 – June 9, 2022



WE LOST A GOOD MAN. Jim Bradbury, a member of the San Diego chapter for more than 30 years, passed away recently. During his time with the San Diego chapter, Jim wore many hats, but he gave 100% devotion to each and every one.

Jim served several terms as the Chapter Secretary at a time when no one else wanted the job. Although the level of detail that Jim applied to the position made some people crazy, there is no doubt that his patience and persistence benefited the chapter in many ways. Over the years, Jim gave that same dedication to the positions of chapter Vice President, President and several committee chairmanships, including the Continuing Education and Standing Rules committees. In each position, Jim set a standard for what could be and improvements for the chapter resulted from each one. In recognition of his many accomplishments and contributions to the chapter, Jim was made an Honorary Member and in 1999 he received the chapter's B.K. Taylor Memorial Award for outstanding service. To say that Jim will be missed would be an understatement, but it is individuals like Jim, whose devotion and dedication to IPSSA, have made this the best pool service organization in the country.

AQUASTAR
pool products

PIPELINE FILTERS[®]

**WE UNDERSTOOD
THE ASSIGNMENT...**

NSF

Certified to
NSF/ANSI/CAN 50



- SAFETY 
- EASY ACCESS
- CLEANABILITY
- HYDRAULIC IMPROVEMENT
- SMALLER FOOTPRINT

**SMALL FOOTPRINT,
BIG FILTRATION**
Outperforming
cartridge filters twice
its size hydraulically and
in cleanability.

**SIZING BY SQUARE FOOTAGE IS OVER.
PERFORMANCE IS KING.**

(877) 768-2717 www.aquastarpoolproducts.com

All rights reserved. Copyright © AquaStar 2022 -

U.S. Patent No. 10,792,596, 11,014,027 and Other Patents Pending

Upcoming IPSSA and Industry Events

**WORLD AQUATIC HEALTH
CONFERENCE**
October 12-14, 2022
Omni Houston Hotel
Houston, TX

IPSSA BORD MEETING (VIRTUAL)
August 8
5:00pm-8:00pm

IPSSA BORD MEETING
November 5, 2022
Lake Tahoe Vacation Resort,
South Lake Tahoe, CA

POOL INDUSTRY EXPO (PIE SHOW)
October 6-8, 2022
5:00pm-8:00pm
Monterey Conference Center
Monterey, CA

PSP/DECK EXPO
November 15-17, 2022
Las Vegas Convention Center
Las Vegas, NV

**IS YOUR POOL BUSINESS
DROWNING IN PAPERWORK?**
QUICKBOOKS™ slowing
you down?

Well...

THERE IS A BETTER WAY
to organize, automate and grow your pool business.



visit:

HYDROSCRIBE.COM
Work anywhere. Succeed everywhere!™

Chapter Information and Meetings

REGION 1 Northern California
Ryan Ruminson, Director
530-401-7346 | ryanruminson@sbcglobal.net

Capital Valley (Sacramento)
First Wednesday, 7:00 p.m.
VFW 8990 Kruithof Way, Fair Oaks
President: [Jason Hilton](#), 916-224-3113

Delta (Stockton)
Third Wednesday, 6:00 p.m.
The Elks Lodge
19071 N. Lower Sacramento Rd. Woodbridge
President: [Rick Plath](#), 209-456-1605

East Bay
Third Tuesday, 6:00 p.m.
Pleasant Hill Community Center
320 Civic Drive Pleasant Hill
President: [Katrina Pedersen](#)
925-289-9231

East Contra Costa
Fourth Tuesday, 6:00 p.m.
La Fuente Mexican Restaurant
642 1st Street, Brentwood
President: [Kirk Olsen](#)

El Dorado
Second Thursday, 6:30 p.m.
Shingle Springs Community Center
4440 S. Shingle Road, Shingle Springs
President: [Shawn Panico](#), 916-201-6245

Elk Grove
Second Wednesday, 7:00 p.m.
Logan's Roadhouse
9105 W. Stockton Blvd., Elk Grove
President: [Jerry Marquardsen](#)

Gold Country
First Monday, 6:00 p.m.
2515 Grass Valley Hwy., Auburn
President: [Alex Tobiasz](#), 916-759-8028

Modesto Central Valley
Third Tuesday, 6:00 p.m.
Mi Casa
624 N. Golden State Boulevard
Turlock, CA 95380
President: [Albert Camarillo](#), 209-628-2717

Sacramento City
Fourth Wednesday, 7:00 p.m.
Plaza Hofbrau
2500 Watt Avenue, Sacramento
President: [Derin Schroeder](#), 916-367-9934

Tracy
Fourth Thursday, 6:00 p.m.
Perko's Cafe
1321 W. 11th Street, Tracy
President: [Beau Hoff](#)

West Placer
First Thursday, 5:30 p.m.
Strikes Bowling Alley
5681 Lonetree Blvd., Rocklin
President: [Bryan Soto](#), 916-258-5114

REGION 2 Central California
Beau Braisher, Director
661-332-4952 | braisherpools@gmail.com

Bakersfield
First Tuesday, 5:30 p.m.
Rusty's Pizza
6675 Ming Ave., Bakersfield
President: [Trevor Smith](#), 661-472-5288

Central Coast
Second Wednesday, 6:00 p.m.
Nino's Grill, Templeton
President: [Matt Mazzo](#), 805-614-3114

Conejo
Second Wednesday, 7:30 p.m.
Alpha Water Systems
725 Cochran Street #A, Simi Valley
President: [Dennis Van Sloten](#),
805-813-6154

Conejo Valley
Second Wednesday, 6:30 p.m.
Superior Pool Products
1200 Lawrence Drive #400, Newbury Park
President: [Michael Flanagan](#),
805-444-7960

Fresno
Fourth Tuesday, 7:00 p.m.
Roundtable Pizza
First & Bullard, Fresno
President: [Vernon Daley](#), 559-960-2427

Santa Barbara
Second Monday, 6:30 p.m.
Rusty's Pizza Parlor
232 W. Carrillo (downtown), Santa Barbara
President: [Joe Burich](#), 805-451-1963

Ventura
Third Tuesday, 7:00 p.m.
Poinsettia Pavilion
3451 Foothill Rd., Ventura
President: [James Eubanks](#), 805-889-5977

Visalia
Third Wednesday, 6:00 p.m.
Amigo's Cantina
5113 W. Walnut Avenue, Visalia
President: [John Cossey, Jr.](#), 559-380-8886

REGION 3 Northern L.A. County, California
Eric Nielson, Director
818-710-1628 | willowcreekpools@gmail.com

Antelope
Second Monday, 6:00 p.m.

SCP Antelope Valley
4514 Runway Drive, Lancaster
President: [Steven Polovina](#),
661-236-6095

Diamond Bar
First Thursday, 7:00 p.m.
PEP 563 W. Terrace Drive, San Dimas
President: [Robert L. Betts](#), 626-757-6707

Foothill
Third Thursday, 7:00 p.m. via Zoom
849 Foothill Blvd. #4, La Canada
President: [Jay Laughrey](#), 818-957-5298

San Fernando Valley
Third Wednesday via Zoom
President: [Ivan Vance](#), 818-376-8541

San Fernando Valley Metro
First Tuesday, 7:00 p.m.
Canoga Bowl
20122 Vanowen, Canoga Park
President: [Eric Nielson](#), 818-710-1628

San Gabriel Valley
Second Thursday, 7:00 p.m.
PEP 1862 Business Center Drive, Duarte
President: [Ron Hopwood](#), 626-806-4670

Santa Clarita Valley
First Thursday, 7:00 p.m.
Vincenzo's Pizza
24504 1/2 Lyons Avenue, Newhall
President: [Glen Batista](#)

REGION 4 South L.A. County, California
Adam Morley, Director
310-493-3565 | adam@paradisepools.biz

Central Los Angeles
Second Monday, 6:30 p.m.
Han Woo Ri Presbyterian Church
1932 S. 10th Ave, Los Angeles
President: [Fred Choi](#), 213-598-0078

East Long Beach
Second Tuesday, 6:30 p.m.
Ecco's Pizza
2123 N Bellflower Blvd., Long Beach
President: [James Burkhalter](#), 562-305-6929

South Bay
Second Wednesday, 7:00 p.m.
American Legion Hall
412 S. Camino Real, Redondo Beach
President: [Rick Morris](#), 310-755-5279

West Side
Second Tuesday, 6:30 p.m.
American Legion Hall
5309 S. Sepulveda, Culver City
President: [Richard Okamoto](#),
310-927-2411

Whittier
First Wednesday, 7:00 p.m.
Superior Pool Products Santa Fe Springs
President: [Albert Navarro](#),
562-927-6757

REGION 5 Orange County, California
Michael Denham, Director
714-891-6180 | denhampools@gmail.com

Anaheim
Third Wednesday, 6:30 p.m.
Roundtable Pizza
12829 Harbor Blvd., Garden Grove
President: [Cal Pratt](#), 949-230-7462

Central Orange County
Last Tuesday, 7:00 p.m.
Coco's Restaurant
14971 Holt Avenue, Tustin
President: [Jeff Steinker](#), 949-586-4860

Dana Point
Second Tuesday, 6:00 p.m.
Coco's Restaurant
Crown Valley at I-5, Dana Point
President: [Cliff Gross](#), 949-587-9773

Mission Viejo
1st Tuesday of every month, 6:00 pm
Laguna Hills, CA 92653
President: [Chris Dodds](#), 949-683-6076

Orange Coast
Last Monday, 5:00pm
Roundtable Pizza on Adams and Beach
President: [Rob Mangus](#), 714-318-1254

Orange County Pool Professionals
Last Monday, 6:00 p.m.
Claim Jumper (Banquet Room)
18050 Brookhurst St., Fountain Valley
President: [Jim Romanowski](#), 714-404-2550

Southwest
First Wednesday, 6:00 p.m.
ABC Pools
10560 Los Alamitos Boulevard, Los Alamitos
President: [Brian Bemby](#), 714-995-8211

Surf City
Third Tuesday, 6:30 p.m.
Superior Pool Products
10865 Kalama River, Fountain Valley
President: [Frank Malavar](#), 714-960-3558

Tustin/Irvine
Second Tuesday, 6:00 p.m.
PSOC Waterline Technologies
220 N. Santiago Street, Santa Ana
President: [Rich Foley](#), 714-974-1514

Yorba Linda
First Wednesday, 6:45 p.m.

(Please verify meeting time with president)
Lampost Pizza
21480 Yorba Linda Blvd #D, Yorba Linda
President: [David Hartson](#), 714-306-4864

REGION 6 Inland Empire, California
John Dixon, Director
951-316-1675
waterwhisperer1@verizon.net

Corona
Second Tuesday, 7:00 p.m.
Marie Callenders
160 E. Rincon St (at Main St), Corona
President: [Ernie Machado](#), 951-264-7464

Hemet
Third Wednesday, 6:00 p.m.
Megabite's Pizza
1153 S. State Street, Hemet
President: [Kenneth Campbell](#),
951-733-4330

Menifee Valley
First Wednesday 7:00 p.m.
My Buddies Pizza
2503 E. Lakeshore Drive #A Lake, Elsinore
President: [Renee Marier](#), 951-285-9672

Ontario/Rancho Cucamonga
Second Tuesday, 7:00 pm.
Location varies. Please contact chapter
president for more info.
President: [Ron Goodwin](#), 909-989-0406

Palm Desert
Third Thursday, 6:00 p.m./7:00 p.m.
(Please verify meeting time with president)
Sloan's, 81539 US Hwy 111, Indio
President: [Gary Kauber](#), 760-702-5865

Palm Springs
First Wednesday, 5:30 p.m.
Superior 5700 Indian Springs Rd.,
Palm Springs
President: [Jim Elliott](#), 760-413-0463

Redlands
Second Tuesday, 6:00 p.m.
Hickory Ranch
32971 Yucaipa Boulevard, Yucaipa
President: [Bill Brooks](#), 909-553-5780

Riverside
First Tuesday, 6:00 p.m.
Cask N Clever
1333 University Ave., Riverside
President: [Scott Zahn](#)
951-966-0592

Temecula/Murrieta
Third Wednesday, 7:00 p.m.
Pat & Oscar's
29375 Rancho California Road, Temecula
President: [Scott Peterson](#), 951-255-4175

REGION 7 San Diego County, California
waterwatcher.org
Michael Harris, Director
619-395-6700
mike@barrowpoolservice.com

Escondido
Third Wednesday, 6:30 p.m.
Call for location
President: [Bruce Smith](#), 760-741-3960

North County Coastal
Third Tuesday, 6:00 p.m.
Five Suits Brewing
2575 Pioneer Ave., Unit 104
Vista, CA 92081
President: [Aden Dunne](#), 760-801-5526

Rancho Del Mar
Third Monday, 5:30 p.m.
12840 Carmel Country Rd.
San Diego, CA 92130
President: [Ed Finney](#), 858-750-8842

San Diego
Third Wednesday, 7:00 p.m.
Admiral Baker Clubhouse
2400 Admiral Baker Road, San Diego
President: [Ken Dirkse](#), 858-271-7665

San Diego East County
Third Tuesday, 6:00 p.m.
Superior Pool Products
1973 Friendship Drive, El Cajon
President: [Marc Impastato](#)
619-270-6617

San Diego Metro
Fourth Thursday, 6:00 p.m.
Sammy's Wood Fired Pizza
8555 Fletcher Pkwy, La Mesa
President: [Bert Vexland](#), 619-445-7887

REGION 8 Arizona and Nevada
Bill Goossen, Director
602-531-0035 | goosse-man@cox.net

East Valley (Phoenix)
Third Thursday, 6:00 p.m. MST
Pool Electrical Products - Tempe
In the back parking lot
1245 W Geneva Dr Tempe, AZ 85282
President: [Angela Clark](#), 480-489-2577

North Phoenix
Third Tuesday, 6:00 p.m.
SCP
18201 N. 25th Avenue, Phoenix, AZ
President: [Stillman Brown](#), 623-229-3494

Southeast Valley
Second Thursday, 5:30 p.m.
Superior Pool Products

7330 S. Atwood, Mesa, AZ
President: [Jerry Handley](#), 480-440-2888

Tucson
Third Wednesday, 6:00 p.m. Social & 6:30 p.m. Call to Order
No meetings in August & December
Horizon Pool & Spa Parts
3120 East Medina Rd., Tucson, AZ
President: [Robert Lewis](#), 520-349-1111

West Valley
Third Wednesday, 6:00 p.m.
Cloud Supply
1100 N. Eliseo Felix Way, Avondale, AZ
President: [David Nielsen](#), 623-850-2924

Western Las Vegas
First Monday, 6:30 p.m.
Vietnam Vets Hall
6424 W. Cheyenne, Las Vegas, NV
President: [Linda Cross](#), 702-524-8453

REGION 9 Texas South
ipssatexas.com
Rick Beaubouef, Director
512-266-6592 | rick.easypools@gmail.com

Austin
First Tuesday, 6:30 p.m.
Red Robin
5601 Brodie Lane, Sunset Valley
President: [Mark Mastropietro](#)
512-550-1100

Clearlake
Fourth Tuesday, 7:00 p.m.
Rudy's BBQ
21361 Gulf Fwy Webster
President: [David Potts](#), 208-887-6486

Corpus Christi
First Thursday, 6:30 p.m.
SCP in Corpus Christi
President: [Michelle Wilkinson](#)
209-604-6460

Hill Country
Third Tuesday
TJ's Burgers
259 TX-337 Loop, New Braunfels
President: [Jascha Wood](#), 512-216-7663

Houston
Second Tuesday, 7:00 p.m.
Pappy's Café
12313 Katy Frwy, Houston
President: [David Queen](#), 281-807-5442

North Austin
Second Wednesday
Casa Chapala
9041 Research Blvd. #100, Austin
President: [Thomas Long](#), 512-293-7831

North Houston
Third Tuesday, 6:30 p.m.
La Cocina de Roberto
3126 Sawdust Road
Spring, TX 77373
President: [Stephen Titone](#), 281-773-8643

San Antonio
First Monday, 6:30 p.m.
Longhorn Café
17625 Blanco Road, San Antonio
President: [Jorge Martinez](#), 210-549-7665

West Houston
First Tuesday, 7:00 p.m.
Spring Creek Barbeque
21000 Katy Freeway, Katy, Texas
President: [Bill Williams](#), 832-593-6299

REGION 10 Bay Area South, California
Gary Heath, Director
510-223-7537 | gary@thepooldoctors.com

Fremont
Second Monday, via Zoom
All Members/Guests (Jan-July)
Board Officers (Aug-Dec)
PIN: 823 5019 6796
P/W: BluePools1
President: [Bruce Barrios](#), 510-750-2866

Marin and Sonoma County
Third Wednesday, 7:00 p.m.
Lucchesi Park Petaluma Community Center
320 N. McDowell Blvd., Petaluma
President: [Darrell O'Neal](#), 707-217-1546

Mid-Peninsula
Last Tuesday, 7:00 p.m.
Superior Pool Products
2692 Middlefield Road, Redwood City
President: [Thurlough Cunningham](#)
650-868-9310

Monterey Coast
Fourth Wednesday, 7:00 p.m.
85 Neilson Street, Ste.201, Watsonville
President: [Terry Page](#), 831-297-2215

Santa Clara Valley
Third Thursday, 5:30 p.m.
SCP
2036 Martin Ave Santa Clara
President: [Fred Doering](#), 408-685-8078

Silicon Valley
Every Wednesday, 5:30 p.m.
Armadillo Willy's
1031 N. San Antonio Rd.
Los Altos, Ca. 94022
President: [David Guslani](#), 650-333-1351

Tri-Valley
Second Thursday, 6:00 p.m.

(No meetings in July and August)
Location varies. Please contact chapter
president for more info.
President: [Ken Yecny](#), 925-371-4521

REGION 11 Florida and Georgia
ipssafl.com
Todd Starnor, Director
941-915-2135 | tstarnor@tampabay.rr.com

Gold Coast (Ft. Lauderdale area)
Second Tuesday, 6:30 p.m.
Wings Plus
9880 W. Sample Road, Coral Springs, FL
President: Ana Labosky, 954-224-7733
www.ipssagoldcoast.com
President: [Ana Labosky](#)

North Georgia
First Monday, 7:00 p.m.
Please contact chapter president for
meeting location and directions.
President: TBD

Osceola (Orlando/Kissimmee)
Second Wednesday, 6:30 p.m.
Fat Boy's Restaurant
2512 13th Street, St. Cloud, FL
President: [Diane Fowler](#), 407-460-6680

Port Charlotte
Fourth Monday, 6:30 p.m.
Buffalo Wings & Rings
1081 W. Price Blvd., North Port, FL
President: [Raymond Kurilavicius](#),
941-743-2010

Sarasota (Sarasota and Manatee Counties)
First Tuesday, 6:30 p.m.
Gecko's Grill & Pub
351 N Cattleman Rd. North of Fruitville Rd.,
Sarasota, FL
President: [Marvin McMahan](#), 941-356-7751

Treasure Coast
Fourth Tuesday, 7:00 p.m.
Duffy's Sports Bar
6431 SE Federal Hwy Stuart, FL
President: [Paulette Hester](#),
772-485-5489

REGION 12 Texas North
ipssatexas.com
Casey Gardener, Director
469-835-5674
service@noworriespoolcare.com

Dallas
Fourth Tuesday, 5:30 p.m.
Senor Chachote Cantina & Grill
7602 N Jupiter Rd, Garland
President: [Travis Coleman](#), 214-799-7739

Fort Worth
Third Tuesday, 6:30 p.m.
La Playa Maya Restaurant
1540 N Main Street, Fort Worth
President: [Paul Nelson](#), 254-968-6298

Mid-Cities DFW
First Monday, 7:00 p.m.
SCP
2107 Hutton Drive, Carrollton
President: [Casey Gardner](#), 469-835-5674

Tarrant County
First Tuesday, 7:00 p.m.
El Chico's Cafe
7621 Baker Blvd., Richland Hills
President: [Jason Wilson](#), 817-366-1200

Waxahachie
Second Wednesday, 7:00 a.m.
Denny's
408 Westchase Drive, Grand Prairie
President: [Bryan Courville](#), 817-308-9874

PoolPro

PoolPro is the official magazine
of the Independent Pool & Spa
Service Association

ASSOCIATION INFORMATION

Rose Smoot
Executive Director
Phone: 888-360-9505 x2
Fax: 888-368-0432
rose@ipssa.com; info@ipssa.com
PO Box 254645
Sacramento, CA 95865

FINANCE TEAM

Frank McDonald
Finance Director
frank@ipssa.com

Accounting
888-360-9505 x1
accounting@ipssa.com

MEMBERSHIP

Alison Thompson
Membership Assistant
888-360-9505 x1
memberservices@ipssa.com

INSURANCE BILLING

Phone: 844-574-1134
Fax: 888-811-4502
insurance@cramerpcpa.com
PO Box 2934
Rocklin, CA 95677

Associate Members

For more information about our associate members, please visit their web sites. If company representatives are available to speak at chapter meetings, their topics and geographic availability is indicated.

TITANIUM PARTNERS



Arrow Insurance Service*
arrowinsuranceservice.com
Ray Arouesty: ray.arouesty@hubinternational.com
General information and certificate requests:
800-833-3433
Insurance billing information: 844-574-1134
Insurance issues



BIO-DEX
bio-dex.com
623-582-2400
Lori Brumagin: lori.brumagin@bio-dex.com
Paul Matthews: pmatthews@bio-dex.com
Manufacturer of professional strength pool and spa chemicals



HASA
hasapool.com
661-259-5848
Rick Sawin: RickSawin@HASApool.com
Randy Johnson: RJohnson@HASApool.com
Liquid swimming pool chemicals, dry chemicals, pool and spa specialty chemicals

PLATINUM PARTNERS



AQUASALT, LLC.
aquasalt.com
Susan Stevens: sstevens@aquasalt.com
866-549-POOL (7665)
Salt for chlorine generators.



Easycare Products
easycarewater.com
559-299-7660
Matt Wyant: mwyant@easycarewater.com
Jose Valdovinos: jvaldovinos@easycarewater.com
Rosemarie Arenas: rarenas@easycarewater.com
Manufacturer of water treatment chemicals



Fluidra USA
fluidrausa.com
Zodiac, Jandy Pro Series, Polaris, Nature 2, iAquaLink, Cover Pools, CareTaker, Grand Effects and Blueriot Products
Steve Gutai: 800-822-7933 X 3323



Hayward Pool Products Inc.*
haywardnet.com
909-594-1600
Fred Manno: fmanno@haywardnet.com
John Rodriguez: jrodriguez@haywardnet.com
Bob Seward: bseward@haywardnet.com
Manufacturer of swimming pool equipment.



Leslie's Swimming Pool Supplies
lesliespool.com
800-537-5437
commercial@lesl.com
Supplier of all pool and spa equipment, parts, chemicals and maintenance items



Skimmer
getskimmer.com
480-718-2158
Everything you need to run your pool service business, all in one app.**

GOLD PARTNERS



AquaStar Pool Products
aquastarpoolproducts.com
Todd Prier: toddp@aquastarpoolproducts.com
877-768-2717
AquaStar is a global leader in safety, dependability, and innovation in swimming pool technology. AquaStar products are designed, manufactured and assembled in the USA to assure the highest level of quality.



Industrial Test Systems
sensafe.com
800-861-9712
Mike McBride: mmcbride@sensafe.com
George Bailey: gbailey@sensafe.com
Manufacturer of water quality test strips and meters for the pool and spa service industry



King Technology
kingtechnology.com
952-933-6118
Lynn Nord: lynn.nord@kingtechnology.com
Manufacturer of water purification products using minerals and 50% less chlorine



Pool & Electrical Products Inc.
poelectrical.com
Aidee Pacheco: 951-432-3261

Wholesale distributor stocking all major brands and hard-to-find items.



PoolRX Worldwide
poolrx.com
949-502-5851
Fred Schweer: fred@poolrx.com
Pete Ashby: pete@poolrx.com
Manufacturer of algacide



SCP/Superior/NPT*
poolcorp.com
James Davis, SoCal Division Sales Manager: james.davis@poolcorp.com
4900 E. Landon Drive, Anaheim, CA 92807
Office: 714-693-8037
Fax: 714-693-8033
Mobile: 951-415-2968
Service industry related



Spring Board Pool Brokers
www.sbpoolroutes.com
1-888-998-7665



Unicel
unicelfilters.com
818-678-0400
Henry Cota, Regional Sales Manager: henry@unicelfilters.com
The industry's most complete line of replacement filter cartridges and DE grids. When quality and service count – Unicel – clearly the best.



Waterway Inc.
waterwayplastics.com
805-981-0262
Mike Tuttobene: miket@waterwayplastics.com
Good quality, good services, outstanding manufacturer of pool and spa equipment, valves, fitting and custom OEM spa parts

SILVER PARTNERS



Alan Smith Pools
alansmithpools.com
Alan Smith: alan@alansmithpools.com
714-628-9494
Pool Plastering and Re-Surfacing



Alpha West Marketing
www.alphawest.com
Paul Matthews: pmatthews@alphawest.com
818-519-6195
The Alpha West Marketing Group is committed to establishing strong professional relationships that provide the highest possible level of customer service. Our commitment is based on solid product knowledge, long-term customer relationships, and a team effort that focuses on sales and marketing results.



Endless Pools
endlesspools.com/become-a-dealer
888-992-7946
fastlane@endlesspools.com
Since 1988, Endless Pools has been the leaders in aquatic fitness selling the most versatile, high-value pools and swim spas.



Haviland
havilandusa.com
John Bokor: jbokor@havilandusa.com
616-322-8353
Established in 1968, Haviland Pool & Spa is a leader in the manufacturing of pool and spa water treatment products. Haviland produces eight house brands including ProTeam and SpaPure, while also private-labeling pool and spa chemicals.



Hydroscribe
hydroscribe.com
619-733-9167
Vernon Thomas: hydroscribe.info@gmail.com
Complete cloud-based software and apps for managing pool service and repair companies. Includes separate menus and functions for pool techs, administrative staff, and customers.



LOU - powered by Evosus
lou@evosus.com
360-735-9510 x1
Dan McManus, CEO: dmcmanus@evosus.com
360-244-4136
LOU is cloud business software for retail and service companies who manage inventory across multiple stock sites. The Evosus team built LOU based on 20 years of best practices from 500 pool & hot tub businesses across the U.S.



NC Brands L.P.
ncbrands.com
203-295-2300
Jay Bertschy: jay@ncbrands.com
Chemical manufacturer

Pool Covers Inc.
poolcoversinc.com



800-662-7665
Cheryl MacLennan: cmaclennan@poolcoversinc.com
Claire King: cking@poolcoversinc.com
Sales, service and installation of safety swimming pool covers and safety spa covers



Purity Pool Inc.
puritypool.com
Rich Gross/Julie Gross: julie@puritypool.com
800-257-1961 ext. 1
Purity Pool is the industry leader in professional leaf rakes and other tools for service professionals. Purity Pool focuses on making the longest-lasting and easiest to use products, prioritizing durability and efficiency over cutting corners.



Ultimate Pool Tools
ultimatepooltools.com
info@ultimatepooltools.com
858-717-2815 Office
858-888-0558 Cell
Ultimate Pool Tools is a group of seasoned pool care professionals that have come together to make better pool care tools that deliver precision-crafted performance.



UltraPure Water Quality, Inc.
www.waterquality.net
Brian Richardson: brian@waterquality.net
877-281-7603 ext 237
UltraPure Water Quality is a manufacturer of Ozone Generators, UV Systems and AOP Systems. Our primary objective is to provide the clearest, cleanest water with the least effort and expense possible.



Health • Life • Senior Insurance
USA Benefits Group
usabglive.com
Direct: 619-571-3393
Geoff Matthews, Area Manager: GMatthews@usabg.com
USA Benefits Group services the swimming pool industry by offering Health Insurance, Critical Illness, Accident Plans, GAP Plans, Dental Plans, Rx Drug Plans, Life Insurance, Medicare Supplements, Annuities and many other insurance products.

ASSOCIATE MEMBERS

Alphawater Systems
awspoolsupply.com
562-408-6447
Sheila Shaffer: sheila@awspoolsupply.com
Proud supplier of wholesale pool supplies to the pool professional

AquaBond*
aquabond.com
310-991-0679
Cindy Lacombe: clacombe@aquabond.com
AquaBond® is the nation's premier supplier of professional-grade adhesives, sealants, crack repair systems and tools for swimming pool, spa, fountain and water feature repair and maintenance.

Aqua Creations
aquacreations.com
805-672-1695
Rich Dietz: rich@aquacreations.com
Swimming pool contracting company specializing in the formulation and installation of fiberglass resurfacing

BHG Sales
bhgsales.com
714-982-8856
Ben Gargle: bgargle@bhgsales.com
Quality Products for the Pool Industry

Blake Sales Associates*
blakesales.net
800-748-5756
John Grucky: john.grucky@blakesales.net
Products which we represent

CAMEREYE
camereye.ai
Michele Baker: 619-518-3361
CamerEye™ is the first Artificial Intelligence Smart Fence and safety ecosystem to provide faster distress detection and help save lives.

CDC Pools Inc.
cdcpools.com
John Jones: chase@cdcpools.com
480-798-6113
Pool and Spa Remodeling

CMP
c-m-p.com
770-632-7112
Rich Simpson: rsimpson@c-m-p.com
Manufacture pool, spa & bath components/global supplier

Compass Minerals
compassminerals.com
913-344-9100
Lauren Fallon: fallonl@compassminerals.com
Manufacturer of Sure Soft® Pool Salt. Designed specifically for use with electrolytic chlorine generators. Contains high purity, extra fine crystals that dissolve rapidly

County Leak Services / The Pool Center
countyleakservices.com
714-632-0134
Bill Campbell: bob.campbell@countyleakservices.com
Swimming pool and spa leak locating, repairs, remodel

D&D Technologies
www.us.ddttech.com
714-677-1300
info@ddtechusa.com
D&D Technologies was founded on child safety and we are committed to preventing toddler drownings worldwide. D&D Technologies is the designer and manufacturer of the MagnaLatch® magnetically triggered safety gate latch and TruClose® self-closing, polymer safety gate hinges. D&D Technologies is the recognized leader in safety and hi-performance gate hardware globally providing the broadest range of gate hardware for every application.

Fiber Clear, Inc.
fiberclearpoolsandspafiltration.com
Mark Dunlop: 612-670-1234
Producer of cellulose filtration media for all pool/spa filters, DE (replacement), Sand & Cartridge (Filter Aid). Fiber Clear products are safe, biodegradable, sustainably sourced, and provide superior filtration.

Freedom Solar Energy
freedomsolarenergy.net
760-806-3733

Kristal Needham: kristal@freedomsolarenergy.net
Solar Pool Heating System Installation and Service. Solar electric, Solar hot water heating, battery integration and security installations

Horizon Spa & Pool Parts
horizonparts.com
520-295-9750
Bruce Johnson: bruce@horizonparts.com
Wholesale distributor of pool parts, spa parts, business education

Intermatic
intermatic.com
815-675-7000
Allen Ustianowski: austianowski@intermatic.com
Time controls, remote controls, pool/spa automation, freeze protection, pool/spa transformers, chlorinators

Jack's Magic
jacksmagic.com
727-536-4500
Nadia Beane: nadia@jacksmagic.com
Jack Beane: jack@jacksmagic.com
Manufacturer of pool stain removal chemicals

Kent Westfall Pool Inspections
442-256-1623
Kent Westfall, Owner/Pool Inspector: kwproinspections@gmail.com

LaMotte Company
lamotte.com
800-344-3100
Rich DeMoss: rdemoss@lamotte.com
Robin Myers: rmyers@lamotte.com
Manufacturer of water testing products

MicroGlass Developed by Oxium, LLC
www.oxiumllc.com
Loren Granstrom: loren@oxiumllc.com
MicroGlass renews old plaster and protects new plaster with one simple application.

National Plasterers Council
nationalplastererscouncil.com
847-416-7272
mail@npconline.org

Orenda Technologies
orendatech.com
Harold N. Evans: info@orendatech.com
Formulation, manufacture, marketing and sales of specialty chemical water treatment products.

Pentair Aquatic Systems
pentairpool.com poolprofi.com
800-831-7133
Steve Zorn: steve.zorn@pentair.com
760-431-8218
Pentair Aquatic Systems is the world's leading manufacturer of pumps, filters, heaters, automation, lighting, cleaners, sanitizers, water features, and maintenance products for pools and spas.

Pool & Hot Tub Alliance
www.phta.org
Seth Ewing: phta@phta.org
Member Services: 703-838-0083
The Pool & Hot Tub Alliance protects and advances the common interests of the industry by providing education, advocacy, standards development, research, and market growth to increase our members' professionalism, knowledge and profitability.

Pool Industry Expo, Inc. (PIE SHOW)
info@poolindustryexpo.com
650-327-7743 (7PIE)
PIE has well earned its reputation over the past 34 years, with more than 130 exhibitors per show and attendance ranging as high as 5 to 6 thousand, many of the attendees and exhibitors from those shows are still showing up in Monterey for their "Education Vacation".

Pool & Spa Apprenticeship and Training Committee (PSATC)
poolapprenticeship.com
atc@poolapprenticeship.com
PSATC is the premier provider of work-based lifelong learning to meet an employer's need for skilled journeymen in the Pool and Spa Service Industry.

Pool Water Products*
poolwaterproducts.com
James Bledsoe: jbledsoe@poolwater.com
Richard Holtzworth: 949-756-1666
Wholesale distributor of swimming pool and spa chemicals and accessories, equipment and parts, electrical and plumbing supplies

RAMUC Pool Paint
ramucpoolpaint.com
800-745-6756
kharrington@poolpaint.com
Ramuc Pool Paint is a leading manufacturer of swimming pool and deck coatings.

Regal Beloit America Inc. / Century
centuryelectricmotor.com
937-669-6287
Mandy Pressel: mandy.pressel@regalbeloit.com
From the innovative leader in pool pump motors, Century® by Regal® offers a full line of high quality pool and spa replacement pump motors

Space Coast Pool School
spacecoastpoolschool.com
321-726-8509
Lauren Broom: spacecoastpoolschool@yahoo.com
CPO Certification Classes and Training for Pool Industry Pros.

Solar Unlimited
Bob Irwin: Bob4solar41@yahoo.com
626-294-9584
Exclusive dealer in Southern California for FAFCO Solar Pool Heating Systems for over 30 years

Sutro
mysutro.com
603-493-6212
Jim Conti
Complete Pool Maintenance System

Ultimate Waters, Inc.
ultimatepoolwater.com
619-393-5424
Gabe Giordano: gabe@ultimatepoolwater.com
Hollan Garmo: hollan@ultimatepoolwater.com
Owns, manufactures and distributes the Chlorine Genie

US Motors / Nidec
nidec-motor.com
262-692-2001
Jim D'Angelo: jim.d'angelo@nidec-motor.com
Hank Wiseman: hank.wiseman@nidec-motor.com
Nidec Motor Corporation, under the US Motors® brand, produces the most service friendly, energy efficient pool and spa replacement motors in the industry

VacDaddy™
thevacdaddy.com
sales@thevacdaddy.com
888-536-8186
Alan Palmer: 970-331-9893
The VacDaddy™ is a portable pool vacuum system that combines power and light weight to create a more convenient and faster way of cleaning pools

Water Savers Co.
Steve Holcomb and Andi Holcomb
800-543-0979 949-955-1233
Leak detection and repairs for pools and spa