June 20th New Location: Mission Valley Resort (our previous location)  
Blue Cards are due by July 18 – Give to Paul Grimes or mail to PO BOX

PRESIDENT’S BRIEFS  
Linda and I will be in Kentucky visiting a friend’s thoroughbred horse farm in June, and Mark Curran will be running the meeting. At our last Chapter Board meeting, we got deeply into the educational aspects of our organization. The education committee has proposed increased subsidies for educational classes taken within the local area, and has included a token reimbursement for seminars and classes outside the local area. Reimbursement for contractor’s licenses up to $1000 was also proposed. The Board has agreed to the educational committee’s proposals. This is a positive incentive for all of you to increase your expertise and knowledge. 
Jon McArthur presented his ideas for promoting educational training requirements. Be aware of this proposal, as we will discuss this at future meetings and vote on it in October at our mandatory meeting.

The IPSSA BORD has voted to give $250 to each chapter to help in the purchase of a lap top computer in order to improve communications. Our Board has agreed to accept this toward the purchase of a computer.

Jim Bradbury has volunteered his services to solicit R7 membership directory advertisers and Chapter Supporters for our next Chapter Directory. He is contacting all our chapter supporters to ask them to help us in this endeavor. Thank you, Jim for all your efforts. Jim is a wonderful example of how our chapter is so successful because of the charitable contributions of our members.

Mike Gregg, President

IPSSA Corporate  888-360-9505  
Info. Vickie Lester  FAX 888-368-0432  
PO BOX 15828  Long Beach CA 90815-0828  

Billing/Benevolent  
Cramer & Associates  888-391-6012  
FAX 888-391-5603  
7405 Greenback Ln #204 Citrus Heights CA 95610  

Arrow Insurance  800-833-3433  
Ray Arousty  805-955-9555  
FAX 805-955-9535  
40 W. Cochran Street #112 Simi Valley CA 93065
### IPSSA San Diego – Chapter Supporters

[Updated 6/14/07]

<table>
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<tr>
<th>Contact</th>
<th>Company</th>
<th>Address</th>
<th>Phone</th>
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<tr>
<td>Gilbert Castro, Owner</td>
<td>Abcana Industries - Wholesale Pool Chemicals - Pickup &amp; Delivery</td>
<td>545 W. Bradley Ave, El Cajon CA 92020</td>
<td>619-444-9900 619-444-9804 fax</td>
</tr>
<tr>
<td>Suzie Aguirre, Sales</td>
<td>Advanced Surface Restoration – Decks/ Patios resurface, waterproof</td>
<td>2404 Deerpark Dr, San Diego CA 92110</td>
<td>760-274-6666, 619-276-4444 619-276-6444 FAX</td>
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<tr>
<td>Terry Van Arsdale</td>
<td>Advantis Technologies – Applied Biochemists, Blue Devil Chemicals</td>
<td>1400 Bluegrass Lakes Pkwy, Alpharetta GA 30004</td>
<td>800-258-4442,619-661-1818 fax 888-452-7678 X358</td>
</tr>
<tr>
<td>Kenny Lawson</td>
<td>American Leak Detection – Electronic Leak Detection &amp; Repair</td>
<td>PO Box 1910, Alpine CA 91903</td>
<td>619 445 9798</td>
</tr>
<tr>
<td>Eric Svensson</td>
<td>Alternative Pool Systems, Inc. – Install/Repair/Svc Auto Pool Covers</td>
<td>AquaSalt, LLC – Swimming pool &amp; spa salt producer</td>
<td>10601 Tierrasanta Blvd #G PMB #196, SD CA 92124 619-233-LEAK(5325) 858-650-0046 fax</td>
</tr>
<tr>
<td>Kenan Sachs</td>
<td>Aquasalt.net – Pool Chemicals – Oldest Manufacturer</td>
<td>4800 San Felipe, Houston TX 77056</td>
<td>866-549-POOL (7665)</td>
</tr>
<tr>
<td>Susan Flowers</td>
<td>BIODEX – Superior Line of Pool and Spa Chemical Products</td>
<td>501 West Lone Cactus, Phoenix AZ 85027</td>
<td>800-617-3477 949-632-2390</td>
</tr>
<tr>
<td>Lori Brumagen</td>
<td>Blake Sales – Represents quality pool/spa manufacturers products</td>
<td>5232 Palmera Dr, Oceanside CA 92056</td>
<td>760-622-8620</td>
</tr>
<tr>
<td>Chris Cason</td>
<td>BriteTile Pool/Spa Remodeling – Calcium removal, tile, deck-o-seal</td>
<td>PO BOX 99536, San Diego CA 92169</td>
<td>619-256-1896</td>
</tr>
<tr>
<td>Tony Ruf bntatile.com</td>
<td>CaRum-Kote – Ceramic Lining for Pools &amp; Spas</td>
<td>18332 Saint Ebenne Ln, San Diego CA 92126</td>
<td>858-924-9611,8-775-8382 Cell 858-485-8923 fax</td>
</tr>
<tr>
<td>Bill Kraus ceram-kota.com</td>
<td>Celebrate Enterprises – Represents PoolFx &amp; Red Hot Blue Glue</td>
<td>655 E. Ball Rd, Anaheim CA 92805</td>
<td>951-440-4292 Cell 951-481-0407</td>
</tr>
<tr>
<td>Erika Treptow</td>
<td>First Investors Corp. – Financial goals, Liability, Investments, Retirement</td>
<td>5473 Kearny Villa Rd Suite 310, SD CA 92123</td>
<td>858-650-6830 858-650-6914 fax</td>
</tr>
<tr>
<td>Tom Cox gardnerpoolplastering.com</td>
<td>Hasa, Inc. – Manufacturer of liquid chlorines, distributes dry and specialty chemicals</td>
<td>23119 Drayton St., Saugus CA 91350</td>
<td>661-259-5848 951-634-1209 Cell</td>
</tr>
<tr>
<td>Scott Ragsdale</td>
<td>Life Saver Pool Fence – Safety Fences, Covers, Products</td>
<td>276 E 20th St, Costa Mesa CA 92627</td>
<td>800-921-9681, 949-633-4292 714-751-1988 Fax</td>
</tr>
<tr>
<td>Don Bowlin poolfence.com</td>
<td>Leak Terminators – Leak Detection</td>
<td>PO BOX 600173, San Diego CA 92160</td>
<td>619-563-7855</td>
</tr>
<tr>
<td>Justin Robinett</td>
<td>Nelsonite – Easy and Affordable, Quality Pool &amp; Deck Coatings</td>
<td>3150 E. Pico Blvd, Los Angeles CA 90023</td>
<td>800-544-1998</td>
</tr>
<tr>
<td>Don Wall sdpooldoctor.com</td>
<td>PoolSafe Cover Systems – Service All Systems, Replacement, portable fences</td>
<td>1200 S. Escondido Blvd, Escondido CA 92025</td>
<td>760-533-2132</td>
</tr>
<tr>
<td>Brian Hayes poolsafe.com</td>
<td>Poolscape Unlimited – Pool plastering - Complete Pool &amp; Spa Renovations</td>
<td>10040 Vine Street, Lakeside CA 92030</td>
<td>858-561-0555 858-561-1633 FAX</td>
</tr>
<tr>
<td>Kirk Chapman gemstonepools.com</td>
<td>PoolSurfacing 2000 – Exclusive 5 Stage Fiberglass Laminates process, Fleck stone</td>
<td>104 Richardson Ave, El Cajon CA 92020</td>
<td>858-273-9398 858-273-2729 fax</td>
</tr>
<tr>
<td>Sara Holloway soneenergy.com</td>
<td>Salt Wise USA – Specializing in salt water chlorinators.</td>
<td>Maple Street, Suite &quot;T&quot;, Corona, CA 92881</td>
<td>951-520-9702 Cell 951-445-0248</td>
</tr>
<tr>
<td>NEW - Bryan Allen saltwise.com</td>
<td>SunChaser, Inc. – Solar and Water Heating Specialist</td>
<td>15348 Lazy Creek Rd, El Cajon CA 92021</td>
<td>619-390-5287</td>
</tr>
<tr>
<td>Jim Mahoney suntreksolar.com</td>
<td>Underwater Unlimited – Rust spots, Rebar, Cracks, Drain replacement</td>
<td>281½ Hillcrest Dr, Encinitas CA 92024</td>
<td>800-247-8393 619-632-1822 fax 619-561-0555</td>
</tr>
<tr>
<td>Kevin Wallace</td>
<td>World Financial Group – Real Estate, Financial Planning, Retirement, Insurance</td>
<td>5927 Prestly Dr Suite #103, Carlsbad CA 92008</td>
<td>858-401-3540</td>
</tr>
<tr>
<td>Natan Bakcht</td>
<td>Weiser Pools, Inc. – Repairs, Installations, Heating and Automated Control Specialists</td>
<td>PO Box 99536, San Diego CA 92169</td>
<td>619-440-2480 619-579-5396 Fax</td>
</tr>
</tbody>
</table>

- Bryan Allen
- Brandon Chase
- Jim Mahoney
- Kevin Wallace
- Natan Bakcht
- Samantha Lanmer
- Luke Weiser
General Meeting – May 16, 2007
Mission Valley Golf Club
Annual Dinner Meeting
Called to Order: 7:45 p.m.
64 members signed in and at least 16 guests were in attendance.

Pledge of Allegiance
Led by Jim Bradbury

Greeters: Stephen Heyer and Gary Roberts

Secretary’s Report - Paul Grimes
Minutes were approved.

Treasurer’s Report – Jim Bauer
We’re in good shape financially.

President’s Report - Mike Gregg
Beginning with our June meeting, we will return to the Mission Valley Resort.

Jim Bradbury is leading our 2008/2009 directory. Jim will be sending a letter to Chapter Supporters to ask if they would like to advertise in the directory. Covers, full page, half page, quarter page ads will be available.

V. P. ’s Report – Mark Curran

Guests in attendance
Mark invited Chapter Supporters, Manufacturers, Suppliers and guests to come to the front of the room to introduce themselves.
Prospective members: Clint Jacobs, Charles de Castillo, Richard Hayes, Will Griesbach and Gary Blizard.

Will Griesbach was voted in as a member tonight.
Chapter Supporters: Tony Ruf of Seal Tech of San Diego, Inc., (858) 676-1844 Fax: (858) 487-6331 email: sealtechsandiego@hotmail.com

New Chapter Supporter
SALT-WISE USA - Bryan Allen
119 Maple St. Suite T Corona 92880
951-520-9702 Cell 951-445-0248
e-mail BRYAN@SALTWISE.COM

Termite Terminators, Brian Hayes of Poolsafe Cover Systems and Lisa Helm of First Investors., Also present were Brett Devanna and Juhil Selby of SCP SD and Marc Dunn of PEP, El Cajon.

Committee Reports
Blood Drive
Meet this Saturday at 8am at the Antique Row Café in Lemon Grove

Entertainment
Mike Gregg thanked Joe Lukacik for making arrangements for tonight’s dinner meeting.

Thanks to Brandon Chase of SunChaser Solar for his check to help pay for tonight’s dinner.

The meeting adjourned at 8:10pm.

Raffle
It pays to attend our General Meetings.
$100: Michael Mason (with rollover).
$25: Mark Curran.
50# bucket of tabs from Superior San Diego: Frank Bartola.
SCP $50 gas card: John Baldwin.
Three $50 Leak Terminators gift certificates: Joe Lerma.
Light from SCP SD: Mike Votrian.

Board Meeting June 6, 2007
Lamont Street Grill, Pac. Beach
Called to Order: 7:00 p.m.
Attending - Mike Gregg, Mark Curran, Jim Bauer, Paul Grimes, Jim Bradbury, Bill Peck and Jon McArthur.

Prospective Members
Bill Peck will have 1 prospective member up for vote in June and two for Board interview in July.

The Board is concerned that members may have undeclared employees, contrary to Chapter regulations. Additionally, Bill Peck and the Board are investigating a recently approved member, who may not meet Chapter requirements.

Continueing Education
The Committee proposed increased educational opportunities for members, which was approved by the Board tonight.

- Local education: reimbursement increase from 50% to 75%
- Southern CA educational reimbursement: to 100% plus $50 to help defray travel costs.
- Outside So. Cal. educational reimbursement: to 100% plus $200 to help defray travel costs.

Contractor’s License: Chapter will pay up to $1000 cost plus a $400 bonus if completed in 2007.

The Education Committee will develop an authorized list of educational opportunities. Members need to get pre-approved on other opportunities. The committee will require proof of seminars attended.

President’s Report
Mike Gregg advised that the BORD, at their recent meeting in Pasadena, approved $250 to any chapter that buys a laptop computer. The Board authorized Paul Grimes to spend up to $1,200 for a laptop and software.

Other Business
Jon McArthur presented his proposal for a Continuing Education Point System.

After discussion, the Board passed a motion to present the Proposal in front of the membership for discussion and a vote. The Continuing Education Point system would take effect in January 2008 and members would have 2 years to compile 10 points via various educational opportunities.

NOTE: The proposal will be presented and discussed at the June General meeting and at subsequent meeting with a vote of the entire membership at the October mandatory meeting. Meeting adjourned about 10 p.m.

Please see Jon McArthur’s proposal on page 5

“The Truth About Two-Speed Motors” insert is at the request of Pentair’s Mark R. Lane, who has paid for the printing cost.
Excerpts from the Region 7 Review
Full R7 News at ipssasandiego.com/members

DIRECTOR’S CORNER

Picnic -- If anybody has any suggestions for a new location for our picnic, let Juhli Selby, (619) 922-3539, or me know.

Water Safety -- Water Watcher tags and safety brochures are available to IPSSA members free of charge for the first 50 sets on a first-come-first-served basis. Additional pieces can be purchased at the cost of $35/pkg of 50 tags and $10/pkg of 50 brochures, plus shipping and handling. Order from Vicki Lester through the IPSSA executive office (ipssamail@aol.com or 888-360-9595). With swimming weather here, now is the time to promote water safety to your customers and throughout the community. As IPSSA members, we are in a unique position. We know who has kids, and we can give safety tips to our customers.

Javier Payan

• R7 Annual Picnic. August.

Date and further details to follow.
The Truth About Two-Speed Pumps

Why they are fundamentally incapable of the phenomenal energy savings of new, programmable, variable-speed pumps

Although recent California legislation and manufacturer claims may make it seem that two-speed pumps are nearly equal to intelligent, variable-speed pumps in their ability to conserve energy, they aren’t — not by a wide margin. The downside of not understanding the whole story is huge — often measured in thousands of dollars over the life of these vastly different products. This article by Pentair Water Pool and Spa, an impartial manufacturer of ALL TYPES of pool pumps, explains why.

It’s a sad truth. Some manufacturers of two-speed pool pumps are using misleading data to convince pool owners that two-speed pumps are capable of tremendous energy savings, just like the new variable-speed pumps that allow custom programming of speed or flow to precisely meet the needs of different applications. It’s simply not true; the design and performance differences between these pump types are like night and day. And with the already high and rising cost of electricity, the stakes are high. Most pool owners would be shocked to learn that their current pool pump can cost more to operate than the rest of their home appliances and utilities combined — often more than $1,000 per year.

Whether you’re selecting a pump for a new pool, replacing a failed pump, or simply upgrading the energy efficiency of your pool, understanding the real differences between pumps can pay handsome dividends.

Permanent Magnet Motors vs. Induction Motors: 30% Gain in Efficiency

One critical difference between the two types is that two-speed pumps use less energy-efficient induction motors, while new variable-speed pumps like IntelliFlo® and IntelliPro™ use permanent magnet motors (like those used in hybrid cars). Permanent magnet motors are at least 30% more efficient than the ubiquitous induction motors installed on all two-speed pumps (and even so-called “high efficiency” single-speed and two-speed pumps).

Two Fixed Speeds Almost Never Match the Most Efficient Speeds

Two-speed pumps come factory-built with two unchangeable speeds. They can never be rewired or reprogrammed to run at any other speed. And it is virtually never true that these speeds are the most efficient for a specific pool’s functions — filtering, heating, cleaning, running spa jets or other water features. In fact, a two-speed pump can actually be less efficient than a single-speed pump.

Because their fixed speeds seldom deliver the optimal flow, two-speed pumps can almost never respect the golden rule of efficient pump operation: the slowest speed required to get a job done is the most energy efficient.

Adjustable, Variable-Speed Pumps Can Cut Energy Costs by 30-90%

Fortunately, the new variable-speed pump designs allow pool owners to hit the energy efficiency bullseye dead center for any pool/equipment configuration. Here’s why.

Why Slower is Better

The surprising secret to minimizing pump energy costs is to operate at the lowest speed needed to accomplish a job. That’s because it takes far less energy to move water slowly than quickly. There’s lower resistance in the filter, accessories, and the plumbing system. Even though a pump will work longer at slow speed (low flow), this is far more efficient. In fact, reducing pump speed by half actually reduces the power needed to an eighth of what was needed previously to get the job done. A good analogy is your car… you get far better gas mileage at 30 mph than at 90 mph.
Digitally-controlled, variable-speed pumps can be programmed at up to 3,050 different speeds (or flow rates) to take maximum advantage of the "slower is better" rule. This ability to custom program pump performance for different pool operations, such as filtering, heating, spa jets, and water features adds savings on top of those gained by permanent magnet motors...up to 90% savings in total.

Bear in mind, these 30% to 90% savings are being realized for the simplest, as well as the most complex pool equipment systems. The example below illustrates just how significant the savings can be.

Just How Much is a “30% to 90% Savings?”

Common savings run between $324 and $1356 per year. Savings are based on a comparison pump running between 3.6 and 12 hrs/day at the national average of $0.15/kwh in a 20,000 gal. pool. In areas with higher energy costs, savings can exceed $2,000/year.

The Clear Conclusion: Variable-Speed Pumps are the Superior Choice

To sum it all up, the most efficient pool pump is the one that runs smartest – at the minimum speed needed to get a job done. Enormous improvements in motor technology, including permanent magnets and adjustable digital controls, make variable-speed pumps the vastly superior choice for energy-conscious pool owners.

Confusion in California

New legislation in California, Title 20, states that beginning in January, 2008, you’ll no longer be able to buy a 1 HP or greater single-speed pump for a new pool or to replace a failing filter pump. The law will only allow two-speed pumps or variable-speed pumps. This may leave a mistaken impression that both types of pumps are equally efficient. They’re not, and a number of utilities, including Pacific Gas and Electric, have conducted testing that highlights the superior energy efficiency of variable-speed pumps.
Proposed Continuing Education Member Program
Presented and discussed at June General Meeting
Will be voted on by membership at October 2007 mandatory meeting

All members must attend approved classes to receive 10 credits of continuing education every 2 years. Program to start 1/1/2008

Classes that would qualify | Credit Value
--- | ---
CPR Class | 1
IPSSA educational meetings | 1 (certain General meetings will be designated “educational”)
Instructing IPSSA seminars | 2 Trade show classes
(Table Top, PIE, Western) | 2
Manufacturer’s classes | 2
All-day classes | 4
CPO class | 10
Contractor’s License class & passing | 10

Verification of attendance is required. The Education Committee will keep a list of authorized seminars. Other classes must be approved by the Education Committee before the member may apply for credit.

The committee will consist of the Vice President, a Continuing Education Chairman, and 1 member appointed by the President.

Members will be responsible for keeping track of their own credits. The chapter will provide forms to show proof of classes attended. Members who fail to meet these requirements will be on probation and have 1 year to earn the credits or be expelled from the chapter.
**BLUE CARD - SAN DIEGO IPSSA**

(Fill form completely)  
Date: _____________

Name: ____________________________ Spouse: ________________

H. Phone: (         ) _______________  
H. Address: _______________________________ City: _____________________ Zip: _____________

Company Name: __________________________________ E-Mail: _____________________________

B. Address: _______________________________ City: _____________________ Zip: _____________

B. Phone: (         ) _______________ Pager: (         ) _______________ Cellular: (         ) _______________

**CIRCLE ZIP CODES THAT YOU SERVICE** (Mail cards to Chapter PO Box or give to Paul Grimes)

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<th>NORTH CITY</th>
<th>METRO NORTH</th>
<th>METRO SOUTH</th>
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<td>92102 - Golden Hill</td>
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<td>92109 - Pacific Beach</td>
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<td>92120 - Grantville</td>
<td>92107 - Ocean Bch/PL</td>
<td>91932 - Imperial Bch</td>
<td>91978 - Rancho SD</td>
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<td>92121 - Sorrento Valey</td>
<td>92122 - Univ. City</td>
<td>92110 - Midway/O.T.</td>
<td>91950 - National City</td>
<td>92019 - El Cajon</td>
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<td>92126 - Mira Mesa</td>
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<td>92113 - Logan Heights</td>
<td>92118 - Coronado</td>
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I, the undersigned, waive any and all claims against IPSSA, Inc, IPSSA Management Company, IPSSA Chapters and/or its individual members, arising out of my participation in the IPSSA Sick Leave Program, including, but not limited to claims for lost income resulting from improper maintenance performed by IPSSSA members. I have read and understand the standing rules for the Sick Leave Program and agree to participate in that program.

**SIGNATURE REQUIRED ________________________________ DATE _____________**

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**San Diego Chapter**  
**Independent Pool & Spa Service Association**

**PO BOX 70192**  
**San Diego CA 92167-1192**

www.ipssasandiego.com/members

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**General meeting 6/20, 7p**

**Last of the Quarter**

**New Location**

**Mission Valley Resort**

**875 Hotel Circle South**

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**Next General Meeting**

June 20, 2007 – 7 p.m.

**Mission Valley Resort**

**875 Hotel Circle South**

**Mission Valley, south of I-8**

1/4 mile west of SR 163