

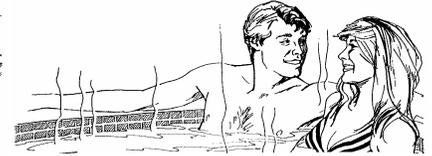
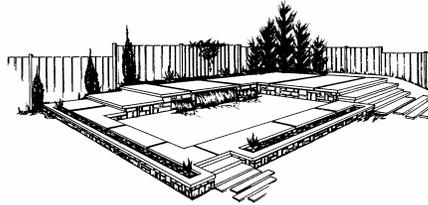
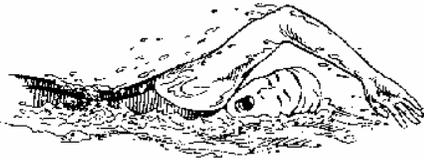
NATIONAL SPA & POOL INSTITUTE

# Water Digest

San Diego Chapter

www.Spa.and Pool.org

December 1999



Around-the-Clock Y2K Help Available to Small Businesses

## Around-the-Clock Y2K Help Available to Small Businesses 12/6/99

The Y2K Help Center for Small Business will be open 24 hours a day starting on 12/30/99, through 01/0700, to offer free assistance to small businesses during the change.

The Y2K Help Center can be reached at (800) Y2K-7557 (925-7557) or e-mail at [y2khelp@nist.gov](mailto:y2khelp@nist.gov).

Until 12/29/99, the Y2K Help Center's hours are on weekdays from 8 a.m. to 8 p.m. EST. The center is managed by the Manufacturing Extension Partnership (MEP), a program of the Commerce Department's National Institute of Standards and Technology (NIST).

Call the center for free information and tools to help plan for (or recover from) a Y2K problem. You can also download from the website at <http://www.y2khelp.nist.gov>.

The Rapid Response Management Tool, free software at the site, helps a business that experiences a Y2K problem control damage. It quickly initiates a recovery process. There is information on Y2K problems and fixes for hardware, software and embedded systems used in small businesses.

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*A common danger unites even the bitterest enemies.*

*.....Aristotle*

## Presidents Letter

### Greetings and Happy Holidays

I hope everyone is having a wonderful time during the holidays.

The NSPI national show in Las Vegas appeared to be a huge success. Everyone I spoke with was having a great time.

As we approach the New Year, there are some important dates to keep in mind. The NSPI Region meeting is scheduled for Friday February 11<sup>th</sup> at Humphries in Shelter Island. Every member of the chapter is invited to participate. Please come spend a day and see the regional activities and take advantage of the educational program sponsored by the Region. To attend, contact Ellen at the Region Office (619) 464-8623. Breakfast and lunch are included as part of the program.

Our next scheduled Chapter General meeting is scheduled for Tuesday March 14<sup>th</sup>. This will be a very special meeting because Vance Gillette, vice president and general manager of pool systems for Teledyne Laars/Jandy Products will be our speaker.

A recent editorial in Swimming Pool Age said:

*“Vance Gillette's passion for the pool and spa industry is more visible than most. Sure, a lot of people out there are doing their part, but few do it with as much conviction.*

*“Vance is challenging each and every one of us to help move this industry to the next level.*

*As you absorb his request, think about what you and your company have done for this industry lately.*

*“Have you conducted any employee or consumer education seminars?”*

*“Have you developed any innovative marketing and advertising campaigns that stress the benefits of owning a pool, spa, sauna or steam room?”*

*“Have you created an Internet site that not only will help answer industry-related questions, but will serve as a marketing vehicle to consumers searching for answers about our industry?”*

Because of the large turnout we expect, we will be meeting at the San Diego Marriott in Mission Valley. Along with Vance Gillette, the chapter will be sponsoring a free dinner. This is a tremendous opportunity! Last year when Vance spoke at the Orange County NSPI chapter, the cost was \$15.00. Come take advantage of your membership.

I should also remind you that the IPSSA Table Top Show is January 15<sup>th</sup> at the Scottish Rite Temple in Mission Valley. Hope to see you there

**Phil Grider**, NSPI San Diego President



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## Nation's First Pool Apprenticeship Degree Surfaces

**B**revard Community College in Palm Bay, Fla., became the first school nationwide to offer an accredited four-year apprenticeship program in pool construction. If proven successful, it could be expanded nationwide.

Students attend two evening classes per week. The classes are three hours long. They also work full time. Completion of all four years will earn 19 college credits, or the equivalent of an associate of science degree.

Other Florida schools are watching its progress. Preliminary plans are being made for a nationwide pool-construction program. The National Spa and Pool Institute (NSPI) has offered its certified building professionals manual for use in the program. In Florida, state and federal subsidies also essentially pay for the students' education. The program is open to anyone who signs up. Florida residents are eligible for free tuition. Non-residents pay out-of-state tuition. (\$80 per credit-hour)

Contractors interested in hiring one of the students can hire at lower salaries. First-year students earn about 50 percent of the average pay in the trade; second-year students earn about 60 percent; third-year students earn 75 percent; and fourth-year students earn 90 percent, according to NSPI statistics.

For more information about the program, call Brevard Community College at (407) 632-1111, ext. 23212, or visit [www.brevard.cc.fl.us](http://www.brevard.cc.fl.us).

## Leslie's Poolmart Inc. Announces Fourth Quarter and Year-end Results

**C**HATSWORTH, Calif.--(BUSINESS WIRE)--Dec. 9, 1999--Leslie's Poolmart Inc. today announced operating results for the fourth quarter and fiscal year ended Oct. 2, 1999.

Sales for the fiscal quarter grew 6 % over the fourth fiscal quarter of last year, and a 13.1% increase on a same week basis. Comparable store sales for the quarter, over the same 13 weeks of last year, increased 5.7%.

For the year, Leslie's sales equaled an increase of 11.6% over fiscal 1998, and up 13.1% on a same week basis. Comparable store sales increased by 6.6% versus the same 52 weeks of last year.

"The soft sales trends of the fiscal third quarter continued through September, resulting in a sales and profit shortfall for both the fourth quarter and the year," stated Brian P. McDermott, President and CEO of Leslie's.

"Nevertheless, with improved weather and good execution of the strong game plan which has been established for 2000, we are poised to return to a positive earnings trend consistent with our long-term expectations."

Leslie's Poolmart is a specialty retailer of swimming pool supplies. The company currently has 368 stores in 30 states, a nationwide mail-order catalog and a new Internet e-commerce site.

## Here we go Again! Conference to Tackle 'Imminent Water Shortfall'

**J**ust when I thought the drought was behind us, I find out about this. Maybe its paranoia, but a meeting of public employees like this might be of concern to our industry.

The Water Reuse 2000 Conference and Exhibition planned by the Water Environment Federation and the American Water Works Association is holding a conference in San Antonio, TX. They will discuss to the problem of diminishing water sources amid growing populations. The conference includes 12 technical sessions, four workshops, and three site visits. It will be held Jan. 30 to Feb. 2.

The forum will focus on how to use the latest innovations and applications in the field of water reuse to resolve **an apparent imminent water-resource shortfall.**

"Water reuse is an important, integral component of water resource management," says James Crook, WEF's conference co-chair. "With increasing demands in areas with limited fresh water supplies, it may be the only feasible way of supplementing water resources, thereby conserving and extending potable water resources." The other conference co-chair is the AWWA's Ken Thompson.

Workshop and session topics include public education, regulatory issues, treatment technologies, conservation and urban reuse.

## The EC Company and SCP Pool Announce a Strategic E-commerce Partnership

Tuesday November 30, 12:10 pm Eastern Time Company Press Release

PALO ALTO, Calif.--(BUSINESS WIRE)--Nov. 30, 1999--The EC Company, a leading provider of hosted Internet transaction exchange solutions and SCP Pool today announced a strategic partnership to electronically enable SCP Pool's mid-market supply chain.

The EC Company will provide SCP Pool's suppliers EC Exchange, the solution that will allow them to translate business documents via The EC Company's EC Exchange.net network and transport those documents through the Internet to SCP Pool. The EC Exchange software package allows suppliers to send and receive electronic business documents, archive those documents, and utilize an Import/Export data function to integrate those documents into their business applications. SCP Pool and its suppliers benefit by reducing both procurement time and the costs to process paper-based business documents. The EC Exchange solution allows the vendor to outsource their electronic processing and electronic data interchange needs, freeing the vendor to focus on their core business. Outsourcing electronic processing alleviates the need for one-to-one implementation testing, which significantly reduces the setup costs associated with traditional electronic commerce solutions.

"We chose The EC Company to partner with because they offered us the e-commerce solution we were looking for to increase the e-commerce adoption rates among our 500+ suppliers," said Craig Hubbard, chief financial officer at SCP Pool Corp, Inc. He added, "We were looking to increase productivity and decrease costs."

"Over a year ago, when The EC Company began to build a foundation of mid-market suppliers on its hosted Internet transaction exchange, we envisioned creating a network effect of suppliers across many vertical industries," said Andrew T. Duncan, president and CEO of The EC Company. "This is an excellent example of The EC Company working with suppliers and expanding into areas that complement existing EC Exchange industries, which creates a more comprehensive trading

**Tom Grucky**  
Regional Sales Manager  
*Swimming Pool & Spa Products*



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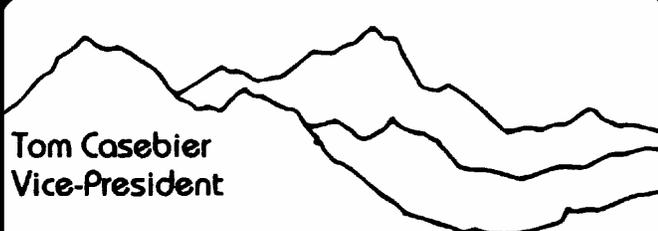
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16. That green tarp covering your pool? Look again, Sparky.
15. Neighborhood kids ask if they can jump on your trampoline.
14. That guy from Sunset Boulevard is REALLY beginning to smell gamey.
13. pH is so high, in vitro fertilization is possible.
12. Kids still pee in your pool, but they refuse to get in it first.
11. Skipping rocks across it causes sparks.
10. New algae species attract a Discovery Channel film crew to your backyard.
9. Jello-like water slowing the pace of water polo games to unacceptable levels.
8. Luke Skywalker and Yoda appear in search of the sunken X-Wing.
7. The Grim Reaper shows up in his Speedo.
6. "DREDGE ME" spelled out in algae on the bottom.
5. You can walk on the water, even though you're only the son of Gus.
4. Dr. Kervorkian seen filling IV bottles at poolside.
3. Your recently installed pool filter resembles the Marlboro Man's chest x-ray.
2. You haven't seen that much scum since Mickey Rourke's last movie.

### **and the Number 1 Sign Your Swimming Pool Needs Cleaning...**

1. The amount of body hair found in the drain gives even Robin Williams a run for his money.

# New Pool Accessibility Rules



**Tom Casebier**  
Vice-President

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The following was abstracted from an article by Sally Deneen © Hughes Supply, Inc.

**A** growing population of disabled and aging baby boomers has the ADA fine-tuning its aquatic access regulations. Pool contractors must prepare for a market surge.

There is a movement to force all public pools and spas to become more accessible. New access guidelines are elevating the Americans with Disabilities Act (ADA) beyond fuzzy generalities. The changes would outline steps to make pools and spas accessible for the 52 million disabled Americans.

The proposed regulations were to be sent to the Federal Office of Management and Budget by the end of October. The OMB has 90 days to review the changes. Then the rules will be published in the Federal Register early next year. The public will then have 90 days to comment. The comments will be taken into consideration in refining the law before it goes into effect. That could take a year or less

National Spa and Pool Institute (NPSI) is codifying the details into its industry standards.

NSPI predicts that these changes will probably increase the pool prices.

New markets will open up. Any commercial pool that has not made the changes will need to upgrade in a hurry. For example 90% of Motel 6's 780 motels have pools. None are handicap-accessible.

Baby boomers are aging. Medical advances enable more people to live longer. The disabled population is expected to grow to 57 million by 2001. It represents a combined buying power of \$1 trillion. These people, according to research, have money and will spend money to improve their lifestyle.

For a complete list of proposed changes, contact the U.S. Access Board at (800) 872-2253, or visit the Access Board web site at [www.access-board.gov](http://www.access-board.gov). Also, more information can be obtained by contacting the National Spa and Pool Institute.

## Zodiac North American Pool Care Sector



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Jan15	San Diego Table Top	Scottish Rite Temple 619-464-0211
Feb 2	3rd Annual Region 6 Table Top	University of Redlands 909-766-5725
Feb 11	Region 11 meeting	Humphry's, San Diego
Feb 11	Jandy Controls School	San Diego
Feb 12-13	Teledyne Laars Heater School	San Diego
Feb 24-26	Western Pool & Spa Show	Long Beach Conv. Center General: 800-787-7727 Exhibitors: 800-746-9772
March 24-26	Western Pool & Spa Show	Long Beach Conv. Center General: 800-787-7727 Exhibitors: 800-746-9772
Mar 14	NSPI Chapter Meeting with Vance Gillette	San Diego Marriot
Mar 28	HOTT Show 3-8 p.m.	Poenix Club, Anaheim 714-573-9906

### ARTISAN PAK

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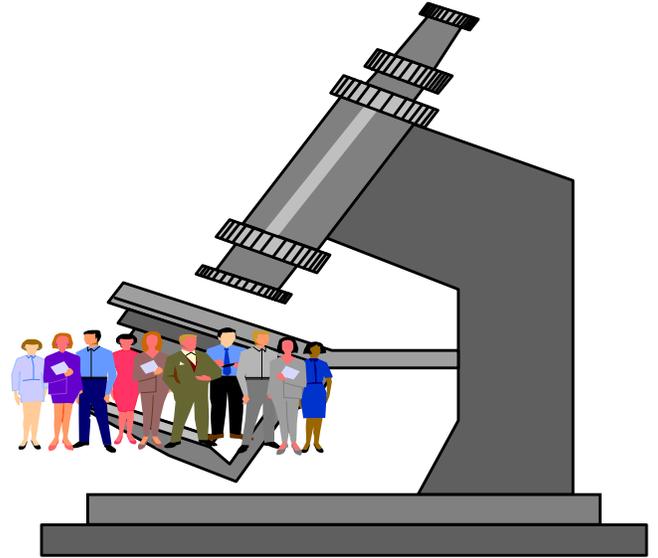
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*Michelle Storey*  
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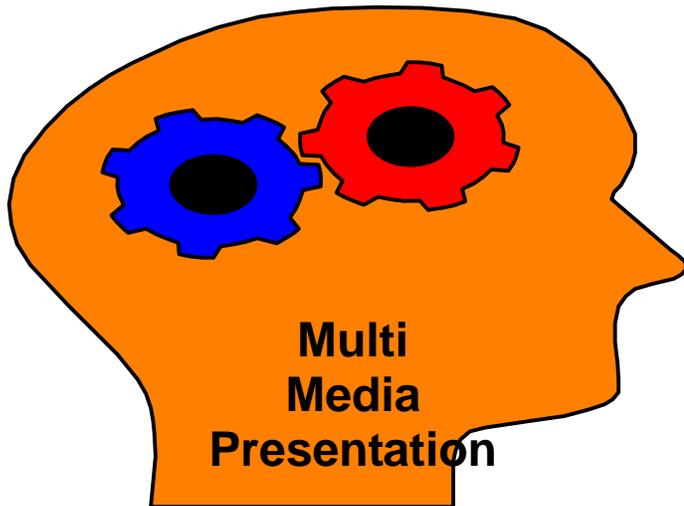
For further information, please contact Mike Galloway at Wateridge Agency 1-800-223-6756.

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## **EPA Settles with Zodiac Pool Care, Inc. for Sale and Distribution of Misbranded Antimicrobial Swimming Pool Products**

Friday November 5 2:04pm Source: BusinessWire

**A**TLANTA--(BUSINESS WIRE)--Nov. 4, 1999--The U.S. Environmental Protection Agency (EPA) today announced the settlement of an administrative enforcement action against Zodiac Pool Care, Inc., Muskin Leisure Products, Inc., and Sevylor USA, Inc., for alleged violations of the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA). EPA Region 4 (Atlanta) took the lead in this enforcement action which involved companies located within the jurisdiction of two other EPA regions: Region 3, headquartered in Philadelphia and Region 9, headquartered in San Francisco.

The swimming pool products are sold under the names "Nature2, The Natural Spa Purifier," "Nature2 Natural Pool Purifier," "Aqua Brilliant Pool Water Purifier," and "Aqua Brilliant Pool Water Purifier 2 Refills." The products contain copper and silver, which, according to label and advertising claims, reduce the amount of chlorine required for controlling microorganisms in swimming pools. Under FIFRA, all pesticide products, including those used for antimicrobial purposes, must be registered with the EPA before they can legally be sold or distributed in the United States.

Zodiac Pool Care, Inc., et al. Agreed to pay a \$26,400 administrative penalty and seek registration of the antimicrobial swimming pool products listed above as well as other antimicrobial pool products sold under additional trade names. As an interim measure prior to registration, respondents have agreed to correct an alleged misbranding violation on the pesticides by placing stickers containing the EPA establishment number on the products. Companies which produce pesticides are required to register their production establishment with EPA and place the establishment number on the label of all pesticides produced by the company.

EPA requires submission of efficacy data on pesticides containing antimicrobial claims, since the public cannot readily ascertain with the naked eye the effectiveness of this type of pesticide. EPA has emphasized enforcement actions against noncomplying antimicrobial pesticides with public health claims, due to human health implications if the pesticides are not effective.

## **Fiberstars Lights Up the Trump Tower Millennium Christmas Tree**

45-Foot NYC Holiday Centerpiece is one of the Larger Fiber Optic Interior Installations

**F**REMONT, Calif.--(BUSINESS WIRE)--Nov. 18, 1999--Fiberstars, Inc. today announced that it designed, fabricated and installed the Trump Tower Millennium Holiday Tree, the largest fiber optic Christmas display ever built.

The 45-foot Trump Millennium ``Tree" is a perforated metal, gold-coated display mounted in front of the Trump Tower's central 75-foot marble Atrium WaterWall. The tree has more than 14,500 individual points of fiber optic light strung through the perforations that sparkle in white light with hints of peach and amber.

It contains 33 miles of optical fiber. A gold star mounted on top will also be lit with fiber optic end points.

Water from The Atrium WaterWall will be redirected over the Millennium tree. Fiber optic lighting can be used safely in water because no voltage runs through the fibers and there is no electricity in the light that could cause a hazardous situation. There will be no need to change burned-out light bulbs in the tree because the light source is located in a central place.

``We are very excited to provide the spectacular lighting effects for the famous Trump Tower holiday tree," said Fred Martin, COO of Fiberstars. ``We believe fiber optics is the preferred lighting choice of the next millennium, and this exhibit is a terrific venue to demonstrate the beauty, versatility and advantages of our products."



The following stories came from Yahoo on November 29 and November 30

**T**een Dies In School Pool - (ST. CLOUD) -- Grief counselors are meeting with Saint Cloud School District leaders after an Apollo High School student was found at the bottom of the school's swimming pool. Thirteen-year-old Shuai Jaing died at Saint Cloud hospital yesterday afternoon. The boy had been in swimming class and was found by students coming in for the next class. Efforts to revive the boy failed.

**U**tah Boy Pulled from Boise Pool - (BOISE) -- An eight-year-old Ogden, Utah, boy remains in critical condition in a Boise hospital after he was pulled from a hotel swimming pool. Kyle Argyle is a member of a junior hockey team that was in Boise for a weekend tournament. Argyle and some of his friends were in the pool at the Holiday Inn but somehow, he slipped under the water. The police say it was 15 minutes later before the boy was found on the bottom of the pool. A five-year-old Boise girl drowned at the same hotel pool last May.

**B**oy Dies In Boise Hospital - (BOISE, Idaho) -- An eight-year-old Ogden boy found on the bottom of a hotel swimming pool has died in an Idaho hospital. Kyle Argyle died yesterday after being removed from a life-support system. The boy was in Boise with his teammates for a hockey tournament last weekend. Police say he was reported missing after the other youngsters left the water, but it was 15 minutes before he was spotted on the bottom of the Holiday Inn pool

**S**entencing Hearing for Sleepwalker - (PHOENIX) -- Officials say the sentencing hearing for Scott Falater is painting him as a man who gets along with other people and shows no signs of pathological behavior. He claims he was walking in his sleep when he stabbed his wife, then drowned her in the family swimming pool. The judge has not set a date for his sentencing, yet.

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