

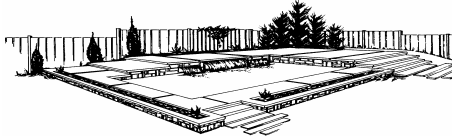
**NATIONAL
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Water Digest

San Diego Chapter

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April 2000



SAN DIEGO NSPI PRAISED FOR WORK AT HOME OF GUIDING HANDS

Mike Galloway received the following letter from the Home of Guiding Hands. Thanks to Bob Cunningham and all that were involved. This is the kind of notoriety that we like to get.

A sincere thanks to all members of NSPI, San Diego Chapter!

As the weather begins to warm and the residents of Home of Guiding Hands turn their thoughts to summer fun, we have the National Spa and Pool Institute (NSPI) to thank for being ready to meet these needs! Two years ago when Jan Adams, Director of Finance for HGH, made a presentation at one of NSPI's San Diego Chapter meetings, she tried to express how unappealing and unusable HGH's existing pool was. But, until several members of NSPI actually visited HGH and saw the condition of what some would very loosely call a "pool", the full impact was not made. Under the direction of **Bob Cunningham** and his wonderful staff at **Mission Valley Pools**, things started to happen.

The entire group rallied and adopted HGH as their "community project". It was a huge undertaking and the commitment and dedication was phenomenal. In spite of the numerous obstacles the teamwork and coordination paid off and today, instead of what once resembled a broken down barn, HGH has a beautiful pool! The patience and expertise of everyone in NSPI helped HGH make the right decisions to ensure we would end up with the best possible results for our residents.

On behalf of the Board of Directors, staff and especially all of our residents, we wish to thank you all for your support and for seeing this project through to completion. We invite each of you to visit HGH and see the finished product – we're sure you'll be as impressed as we are! Please give either Jan Adams or Harry Katcher a call at (619) 448-3700 to set up a time to visit.

Again, our heartfelt thanks, for a job well done!

Home of Guiding Hands

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PRESIDENTS LETTER

How about that last meeting! Great food! Great atmosphere! Great information! It doesn't get any better than that.

Vance Gillette spoke to us about developing profitable relationships with our customers. He reminded us that our competitors were not our fellow NSPI members. Our competitors are those other industries that are competing for that consumer's recreational or vacation dollar. Every time we criticize our NSPI competitor, we are critiquing our industry. The whole idea of pool or spa ownership becomes less appealing to the consumer.

So how do we compete and grow? Quality is often difficult to define and measure in our industry.

Customers look at our ability to perform our job dependably, accurately, and consistently.

They want us to provide prompt service. They look at the knowledge and courtesy of our employees and their ability to convey trust. Today's buyers want caring, individualized attention. There should always be tangibles, physical evidence left behind for every task that we perform.

Due to the smashing success of our last meeting. We will have another giant meeting in July. Details are not firm yet but the speaker will give a national if not global class presentation.

Plans are progressing well for the combination golf tournament and pool awards ceremony. Sponsors are lining up to give you prizes and pay for your beverage of choice. There is just one catch! You have to be there! So mark the calendar and dust off the clubs.

Get out those old pool pictures and enter them in the contest. You can't win and get all the attendant publicity if you don't enter. The rules are the most lenient that they have ever been. An architectural photographer is available if you need one. The sun is out! What are you doing in that stuffy old office. Get out the camera and the sunscreen and go snap some pools. You can always use the pictures. You can enter any pool that you have built or remodeled. It doesn't matter when you built it as long as it has not been a winner in the past.

Like I been saying, there is no excuse to not enter! Fire up the film, pose the pool and submit that sucker.

Phil Grider, NSPI San Diego President

PS. Here I go again. Congratulations and thanks to Bob Cunningham, Mike Galloway and anyone that helped on the Home of Guiding Hands Project. The NSPI has gone up a notch in the public eye. You can't help but feel proud when you see the joy that we brought to less fortunate lives. More projects like this are in the mill.



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Causes of Early Death

I don't want you to think that we dwell on unpleasant topics. But the following article appeared in a recent issue of Business week. I was surprised. My perceptions were off. How about yours?

A recent study by the health-advocacy group Partnership for Prevention notes the gap between what Americans think are the biggest causes of premature death and the actual causes. Perceptions are skewed by highly visible and emotional issues like drug abuse and AIDS. But by targeting the real mass killers--with policies such as higher tobacco taxes or more school spending for phys ed--the U.S. could save 1.6 million lives over the next decade.
DATA: Partnership for Prevention

PERCEPTION*	%	REALITY**	%
1. CANCER	30	TOBACCO USE	37.7
2. HEART DISEASE	29	OBESITY/INACTIVITY	28.3
3. AUTO ACCIDENTS	28	ALCOHOL ABUSE	9.4
4. TOBACCO USE	25	NONSEXUAL INFECTIOUS DISEASES	8.5
5. ALCOHOL ABUSE	18	TOXIC HAZARDS	7.0
6. DRUG ABUSE	17	FIREARMS	3.3
7. FIREARMS	15	VENEREAL DISEASE	2.8
8. OBESITY/INACTIVITY	9	AUTO ACCIDENTS	2.4
9. AIDS	9	ILLICIT DRUGS	1.9
*Percentage of respondents who described these as the leading causes of premature death. 1,000 adults were surveyed in March.		**Percentage of premature deaths from each cause	

The Pool Industry in the Financial News

NEW YORK, April 12 /PRNewswire/ -- Standard & Poor's will make the following change in the S&P SmallCap 600 Index:

SCP Pool distributes swimming pool supplies and related products to swimming pool remodelers and builders, independent retail stores and swimming pool repair and service companies. The company, headquartered in Covington, Louisiana, will be added to the S&P SmallCap 600 Leisure Time (Products) industry group.

MAYFIELD VILLAGE, Ohio--(BUSINESS WIRE)--April 10, 2000--**Anthony & Sylvan Pools** Corporation (NASDAQ:SWIM) announced that it has acquired all of the operating assets of Cardinal Pools of Austin, Inc., a builder of residential in-ground concrete swimming pools and spas in Austin, Texas. The addition of Cardinal Pools of Austin complements the Anthony & Sylvan presence in Texas, where it has existing pool operations in the Dallas and

Swimming Discouraged for Under 4YOs

Swimming lessons for children under 4 may give them a false sense of security around the water, the American Academy of Pediatrics is warning.

"We're discouraging lessons for children under 4 if the parents' idea is that teaching their baby to swim makes them safer," said Dr. Barb Smith, a pediatrician who helped write the policy statement, published in the April issue of the academy's journal Pediatrics.

Children under 4 are not ready physically or intellectually for lessons in how to swim, the academy said.

The academy is not discouraging programs that get children accustomed to the water and teach safety tips, such as those developed by the YMCA and the American Red Cross.

But some aquatics programs try to develop water survival skills and even tell parents that their children can be taught to swim, the authors said.

Such training "can make the parents less vigilant and the baby more interested in going into the pool" alone,

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Engineering Advances Make Ultraviolet Light for Water Disinfection More Cost-effective



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Found the following article on the net. We all have to keep up our knowledge of what's going on in the technological world around us. Ultraviolet sanitization is nothing new in pools, but here is a new development

3/31/2000

By Anne Stobaugh, LightStream Technologies, Inc.

Chemical-free pulsed ultraviolet light for water disinfection by municipalities is becoming increasingly more practical on a large-scale basis due to recent engineering breakthroughs.

This is good news for city officials concerned about the drawbacks of chlorine including dangers in its handling, its harmful by-products and its propensity to dissipate in a line.

According officials at LightStream Technologies, Inc., "the breakthroughs achieved in scale, performance and cost will deliver a megawatt 'plug & play' system for municipal and industrial water treatment in 2000."

Pulsed UV delivers much more disinfection

Pulsed UV dramatically enhances the advantages of ultraviolet light for water disinfection by delivering the light in high intensity pulses that can be repeated many times per second as water moves through a reaction chamber. These advances have been the focus of research and testing for several years by academia, governments and industry because these pulses deliver the disinfection effects of UV at intensities thousands of times stronger than conventional UV systems and without the risks associated with chemicals such as chlorine.

Research has further documented that pulsed UV is effective in dealing not only with bacteria but also a wide range of pathogens in water such as Cryptosporidium, which is of increasing concern to public health officials and against which chlorine has been found to be ineffective.

More cost-effective now

According to LightStream, it has resolved engineering issues previously complicating the cost-effective delivery and application of pulsing the UV light at peak power ranges in the millions of watts per pulse. A fully operational LightStream prototype has been successfully subjected to over 200 independent tests conducted over a six-month period at the Leesburg, Virginia Pollution Control Facility in suburban Washington, D.C. Patents are pending.

"We are very excited that these breakthroughs in design, cost and efficiencies will rapidly and affordably bring to the global water market a highly advanced disinfection technology to reduce the reliance on potentially dangerous chemicals," said LightStream CEO Van Lanier. "We believe the future of water disinfection must be one of safety, efficiency and dependability. These breakthroughs are a quantum leap forward toward that future," he added.

WaterInvestments.com, an Internet-based advisory on the global water and wastewater industries, promptly tagged LightStream's technology as "one of the more important innovations" that will "contribute to raise and modularize water quality and clean water delivery while keeping the cost of water low."

Company officials said that LightStream products for municipal and industrial water treatment would be introduced globally in the 4th quarter of 2000.

For additional information, contact Anne Stobaugh or Josh Lanier, LightStream Technologies, Inc., at 703-860-8580.

Editd by Joyce Jungclaus, Editor, Public Works Online

Zodiac North American Pool Care Sector



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BARACUDA

NSPI - Developments to Watch

The nice part about my unpaid job as newsletter editor is that I get to write about anything that pleases me. Sometimes what pleases me, displeases others. So I feel obligated to run a disclaimer. I summarize these articles and express my own opinions. Any errors are strictly my own. Any opinions are not necessarily those of the board or any other member of NSPI.

The good news is that NSPI is no longer in Chapter 11. A trust fund of \$3,100,000 has been created for the plaintiffs in the Meneely case. They will only get the funds (plus any interest earned) when and if they win the appeal.

Meanwhile, NSPI has begun paying off business and trade creditors.

Another piece of good news is that the NSPI National EXPO is coming to San Diego in 2005. It was originally scheduled for San Francisco. That fair city has apparently become prohibitively expensive for exhibitors and attendees.

There were two articles in Aqua Magazine this month. Both were about issues that involve NSPI national. The first (page 136) dealt with the fact that the Florida Region is trying to loosen their ties with NSPI national. The region wants to simply pay national a fee of \$100,000 as a franchise fee. This will permit members to use the logo and participate in activities and programs sponsored by NSPI national. The Florida group will then collect member dues and establish membership requirements.

The article said that this was going to be discussed at the NSPI national board meeting on March 30. As it turns out the board formed a committee to negotiate the agreement with the Florida group.

The Florida region (AKA the Florida Pool and Spa Association) has become a strong entity. They want local control. Apparently, the region in the Northeastern part of the country has gone along similar lines. The writer in Aqua feels that if the Florida spin off is successful then a Northeastern spin off will quickly follow.

The second article (page 137) bears the headline "Builders Upset Over Pool Pro Alliance Membership"

The purpose of the alliance is to stimulate primary (consumer) demand for pools. NSPI national provided some "seed" money or initial funding for the project.

Manufacturers and distributors are kicking in the lion's share of the funding.

If you want to see what they are doing then go to www.poolpeopleusa.com. There is a little search engine that allows you (the consumer) to type in your zipcode. A pool builder's name will appear. I entered a bunch of San Diego zipcodes and each time the name, address and phone number of Seascope Pools appeared.

The controversy that surrounds this is the fact that some of the recommended builders are not NSPI members. Yet the NSPI logo is clearly displayed on that web page.

In the leadership update that was given to our fearless leader, Phil. Says that the builders that are not NSPI members will not have the NSPI logo next to their name.

This program will run primarily in the cities of Atlanta, GA and San Antonio, TX. It appears, that some work is going on in other areas as well.

Are these two unrelated items symptoms of issues that go right to the core of NSPI?

We are an association that tries to please many types of entities. Some of these entities have conflicting objectives.

Imagine an association consisting of auto mechanics, auto body shops and auto manufacturers. Would they get along? Would the mechanics be enthusiastic about all the new hi-tech components? Would the body shops be thrilled about new body styles? I suppose that it is possible that this would be a great affiliation. Then again, human nature might have them at each other.

Pool builders want to sell more pools. In order to do so they have to convince the customer that they are better than the competition. One of the ways that they do that is by building a first class pool. A pool builder might also use a manufacturer's product to create this competitive advantage. The builder might invest years building market share for that product only to have the manufacturer turn around and sell the same product to other builders.

This is what I mean by conflicting objectives. Similarly, if builders and manufacturers keep trying to make a pool easier to own and maintain, is that

(Continued on page 8)

THE HOME OF GUIDING HANDS POOL

BEFORE



AFTER



Aug 25	Deadline for Pool Awards Entries	Carlton Oaks Country Club
Sept 29	San Diego Golf Tournament and Pool Awards Dinner	Carlton Oaks Country Club

ARTISAN PAK

In 1681, on the outskirts of London, in a small coffeehouse known as Lloyd's, several men put up their capital to ensure the safe voyage of the vessels at sea. A promise to ensure was drafted, and the men signed their names under this promise.

That is the history of the first generation of underwriters.

We are HDR Insurance Services, underwriters for the NSPI Pool Pak program, and here is our promise to you.

HDR Insurance Services, in cooperation with INSCORP and our agents around the state, is committed to offering our insureds the highest quality insurance program available. Customer focus will be our first priority as we continually strive to satisfy our policyholder's insurance-related needs.

NSP.

Sunday Sandle
Barbara L. Neal

Michelle Storey
Nancy Rediger

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

NSPI - Developments to Watch

(Continued from page 6)

consistent with the objectives of the pool service industry?

The Certified Builder Program, Tech Training, are great programs. We need to get them off the ground again in San Diego. We don't get much participation at the Leadership Conference. The NSPI EXPO is great. The Bottom Line Survey may be one of the most important thing that is done. Unfortunately, many regional differences do not show up as significant.

NSPI Online Forums, Pamphlets and Promotional Materials, Insurance Programs, MSDS Fax-On-Demand, and Standard Development are all valuable

services. None of them unifies a chapter. None gets individuals out to meetings.

Many trade organizations have membership standards. Members may need to be licensed, or experienced. Members may be required to keep up their education by taking association courses, Members may be required to attend a minimum number of meetings per year. We have none of the above.

Do we need to ask ourselves why two regions and the Pool Pro Alliance want to be autonomous? Where do you think we are going?

Send me your comments.



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This article caught my eye for two reasons. First I didn't know that pH could actually be less than zero. Second, I think that we all need to be aware of the fact that the water supply can change and our industry does not get a warning. Does anyone have a plaster or other surface that would hold up to this stuff.

4/5/2000

Scientists with the U.S. Geological Survey have found that the most acidic waters ever measured are percolating through an underground mine near Redding, CA.

Hot acid solutions—more concentrated than battery acid—are dripping off colorful mineral stalactites in the abandoned Richmond copper and zinc mine at Iron Mountain, a northern California "Superfund" site that is undergoing remediation by the U.S. Environmental Protection Agency (EPA). Stalactites are deposits formed usually of calcite or aragonite that project downward from the roof of a cavern.

Although a water-treatment plant at Iron Mountain has reduced the amount of copper and zinc leaching from the site by 80% to 90% since 1994, some acid waters from the mine site still make their way to Spring Creek, a tributary to the Sacramento River, a few miles upstream from Redding, according to Kirk Nordstrom and Charlie Alpers, USGS geochemists who have been sampling and analyzing the Iron Mountain drainage waters since the early 1970s.

Dilution Effects & Treatment Protect Water Supply

Spring Creek enters the Sacramento River system in the Spring Creek arm of Keswick Reservoir, about two miles upstream of Keswick Dam. The City of Redding is located about four miles downstream of Keswick Dam. Alpers said that although the City of Redding gets its drinking water from the Sacramento River, the metals from Iron Mountain do not pose a significant threat to this water supply because of dilution effects and the water treatment plant. Fish are much more sensitive than humans to trace metals such as copper and zinc, and water-quality criteria for wildlife, that are enforced by the Regional Water Quality Board and the EPA, are much more stringent than criteria for drinking water, in the case of these metals. In the event of an uncontrolled release of metal-rich drainage from Iron Mountain, the City of Redding has a contingency plan to switch to alternate ground-water sources.

Method of Measuring Negative pH

In the course of their research at Iron Mountain, Nordstrom and Alpers, in cooperation with colleagues from the University of Waterloo, in Ontario, Canada, developed a new method for measuring negative pH values in highly concentrated acid mine waters. The most acidic waters ever recorded were sampled by the USGS scientists in 1990 and 1991, but it took several years for them to find a way to accurately quantify the extreme acidity and to have the concept of negative pH accepted

by the scientific community.

Chemistry textbooks usually describe pH values as ranging from 0 to 14, with 7 being neutral. Values of pH near 0 are highly acidic, becoming less acidic and more alkaline at the higher numbers. Because pH is measured on a logarithmic scale, each declining unit represents 10 times more acidity. Alpers said several of the drip-water samples at Iron Mountain had pH values below zero, indicating hydrogen ion activities greater than one. The lowest pH found at the site was -3.6.

The temperature in the mine was more than 120° F, humidity approached 100%, random rock falls from the 40-foot ceiling were a common occurrence, and extremely acid water was dripping everywhere. Huge stalactite-stalagmite structures, composed of rhomboclase and other iron sulfate minerals, spanned from floor to ceiling in the mine opening, where the most acidic waters were found. Rhomboclase, a rare mineral, is a solid form of sulfuric acid and ferric iron sulfate.

Scientists Explain Hydrology of Site

To put the hydrology of the Iron Mountain site in context, the drip rate of the negative pH waters found in the Richmond Mine is on the order of less than one gallon per minute, whereas the overall flow rate of the discharge from the Richmond Mine ranges from 20 to more than 1,000 gallons per minute, and the pH of the overall discharge ranges from about 0.2 to 1.5.

All the water from Richmond Mine is piped to the water-treatment plant, along with water from another mine tunnel on the north side of Iron Mountain, and ground water from an area on the south side of Iron Mountain. The acidic, metal-rich waters that currently leave the site untreated come from waste piles and seepage on both the north (Boulder Creek) and south (Slickrock Creek) sides of Iron Mountain. The EPA is planning to implement additional site remediation during 2001 that will dam and treat the acidic water in the Slickrock Creek drainage, bringing the total proportion of metals removed from the continuing acidic drainage to greater than 95% for both copper and zinc.

Iron Mountain is known geologically as a "massive sulfide" ore deposit. This type of deposit has high concentrations of metals and sulfur, and typically produces the worst acid mine drainage.

Such high concentrations of acid and metals can have severe environmental effects when they enter a river system, because they may kill all aquatic life except microorganisms, for up to several miles downstream.

The USGS reports on Iron Mountain were prepared in cooperation with the EPA, and are being used by the EPA and its contractors in progressing with the "clean-up" of the site. Additional information on USGS research on the geochemistry and hydrogeology of Iron Mountain can be accessed online at <http://mine-drainage.usgs.gov/mine/> and <http://www.pnas.org/cgi/content/abstract/96/7/3455>.

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