

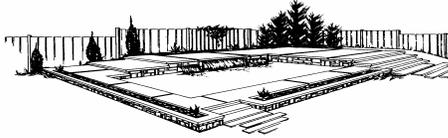


Water Digest

San Diego Chapter

www.Spa.and Pool.org

June 2000



Calendar of Events

Jun 19, 20	CPO Course - Pomona	http://www.nspf.com/cposchedule.htm
Aug 25	Deadline for Pool Awards Entries	Carlton Oaks Country Club
Sept 6,7	CPO Course - Novato	
Sept 29	San Diego Golf Tournament and Pool Awards Dinner	Carlton Oaks Country Club

PRESIDENTS LETTER

Your board has been hard at work again. Lisa Adams has recently joined the board. We are all grateful for her support.

Hats off to Mike Galloway. He lined up David Hawes to speak at our next meeting. David is going to give us all some great tips about running a business. David is no outsider. He is a pool and spa professional like the rest of us. He has been speaking about time management and how to run our businesses more efficiently. He is now one of the most sought after speakers in our industry. We are been working on a recruitment sign. These signs would be displayed at SCP. Superior, PWP, etc.

Phil discussed the situations that currently exist with Region XI and the reduction in funds from the HDR Insurance program and how it will affect us at the chapter level.

The Design Awards & Golf Tournament committee met twice last month to get registration forms completed. Now that it has been completed, 500 will be printed for distribution. The builder application form was critiqued and altered for the next update. The changes were made and will be reprinted by Matt Gardner for final approval by Design Awards Committee.

Matt Gardner from Caldera sure has become a valuable member of the NSPI board. He is a whiz with all this graphic software. Look to see some impressive stuff coming out this year.

Phil Grider, NSPI San Diego President

	Name	Company	Address (Snail Mail) Address (E-Mail)	Phone Fax Pager/Mobile
PRESIDENT	Phil Grider	The Pool Dentist	1340 Bulrush Court Carlsbad, CA 92009 phil@pooldentist.com	800-215-7665 760-918-0987 619-994-2475
VICE PRESIDENT	Rick Church	Quality Pool & Spa Company	15476 Markar Road Poway, CA 92064-2313	858-549-8797 858-679-9042 858-679-8900 619-991-5994
SECRETARY	Mike Ramey	Blake Sales Associates	4229 Cielo Avenue Oceanside, CA 92056	760-941-3812 760-941-3782
TREASURER	Tom Casebier	Fletcher Hills Financial	7837 La Mesa Blvd. La Mesa, CA 91941	619-668-0770 619-668-0344
PAST PRESIDENT	Kenny Judd	Mission Pools	755 W. Grand Avenue. Escondido, CA 92025-2594	760-743-2605x2606 760-743-0384 619-418-9891
	Mike Galloway	Wateridge Insurance Service	10525 Vista Sorrento Pkwy. Suite 300 San Diego, CA 92121 msgallo@home.com	619-452-2200x193 619-452-6004
	Lisa Adams	Fibercote	206 Walsh Street Oceanside, CA 92054	760-754-4552 760-754-4552 760-535-4015
	Kim "Red" Barrett	SCP, Inc	566 North Tulip Escondido, CA 92025	760-737-7655 760-737-7663 619-998-7328
	Matt Gardiner	Caldera Spas	7092 Miramar Road Suite 125 San Diego, CA 92121 matthewgardner@email.msn.com	858-586-1125 858-586-7737
	A. J. Wilson	Like New Pool Service	10224 Baroness Avenue San Diego, CA 92126-1153 AJ@likenewpool.com	619-695-3461 619-695-3461(?51) 619-417-1709
NEWSLETTER WEBMASTER	Rick English	English Pool Consulting	1445 Twenty Eighth Street San Diego, CA 92102 rick@english.net	619-338-9197 619-338-9167 619-331-8389



Trenchless Technology

There is a leak under a deck. A leak under expensive landscaping. The only way to fix it is to tear up the deck or landscaping or both. A \$50 pipe repair turns into thousands of dollars.

A few months ago, I began to notice the term “trenchless technology” popping up on the internet. It turns out that other industries have the same problems that we do. In fact, other industries’ problems are worse.

Last month *Reeves Journal* ran two articles on trenchless technology. I’d like to give you a recap. In my opinion, these technologies are a bit pricey. As the products go through their life cycle we can probably expect prices to drop.

Both of the articles in *Reeves Journal* were written by Marilyn Pitts.

Trenchless pipe replacement is replacing old pipe with new pipe of the same or larger diameter. It is carried out by drawing a hardened steel pulling head through the old pipe. It literally splits the old pipe.

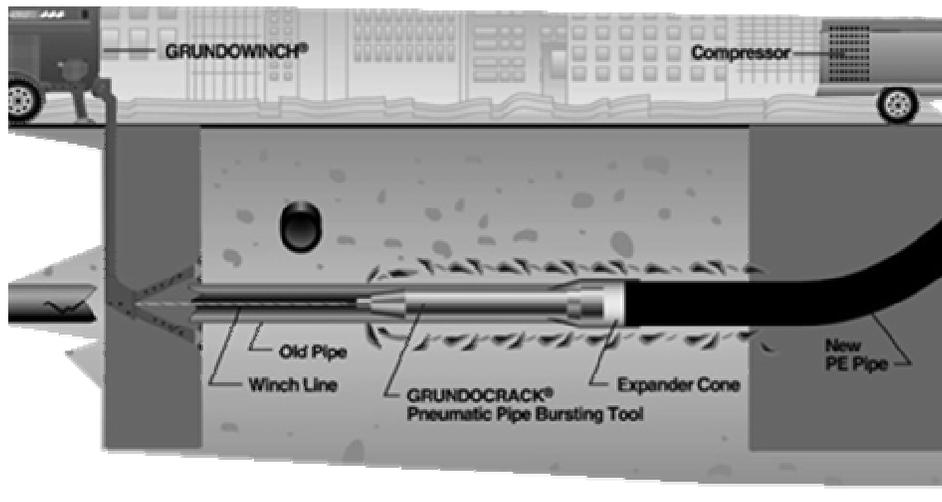
The first article “No Trenches Needed” described how a contractor replaced 55 feet of clay sewer pipe under a row of 20 year old trees and a tiled patio.

The contractor dug pits at both ends of the pipe to be replaced. The pits were 2’ wide x 2’ long x 5½’ deep. A fiberglass rod that pulls a steel cable was pushed completely through the old pipe. The new pipe with a “bursting head” was then attached. The hydraulic puller then pulls the new pipe through the existing pipe at the rate of one foot per minute. As I read the article, I sensed that the pulling is intermittent. It pulls then releases the cable. It then grabs the cable at a new spot and pulls again.

Everyone, including a City of Los Angeles inspector, was happy with the result.

The pipe used was a 4” diameter high density polyethylene. It can bend on a four foot radius and still

keep a circular inner shape. They have replaced up to 255 feet of pipe using this method. In the second article the author briefly summarizes the four methodologies that are available now.



Pneumatic Boring: A pneumatic ram or “mole” is used to burst old pipe or dig for new pipe. It needs a long pit for launching and a compressor that can deliver lots of air. These are faster

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 Swimming Pool Consultant
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2000 Design Awards Categories

❖ Awards Banquet will be held Friday, September 29, 2000 ❖

A	Concrete Pool	0 - 400 square feet
B	Concrete Pool	401 - 500 square feet
C	Concrete Pool	501 - 600 square feet
D	Concrete Pool	601 - 700 square feet
E	Concrete Pool	over 700 square feet
F	Concrete Pool	Commercial Project
G	Concrete Pool	Natural Design
H	Concrete Pool	Unique Design
I	Water Feature	Must have separate plumbing and be a separate entity
J	Concrete Spa	Must have separate plumbing and be a separate entity
K	Manufactured Spa	Spa manufacturer must be listed on entry form under "Equipment"
L	Remodel	Before and After photos must be submitted
M	Vinyl Liner Pool	Liner manufacturer must be listed on entry form under "Equipment"
N	Safety Cover Pool	Cover manufacturer must be listed on entry form under "Equipment"



San Diego Chapter
National Spa & Pool
Institute
(888) 269-1589

Entry Submissions

Each entry must contain the following:

- Completed Entry Form - Both pg.A & pg. B
- Entry fee of \$45.00 per entry
- Two 8x10 or 8x12 color photographs, showing two views of the project (To be used for judging). In the event your project wins and you have a preference which view should be used for your award plaque, mark it with a "P" on the reverse side of the photo.
- Four color photographs of each view, any size. (To be submitted for publication in magazines and/or newspapers) [optional]

Entry Qualifications

- ↳ Builder submitting entry must be a member of the San Diego Chapter NSPI.
- ↳ Entered project must be located in San Diego County.
- ↳ You may submit a maximum of two entries in each category.
- ↳ Each entry must be entered in the proper category
- ↳ A project may be resubmitted in subsequent competitions if it meets all the qualifications and has not won an award in previous years' competitions.

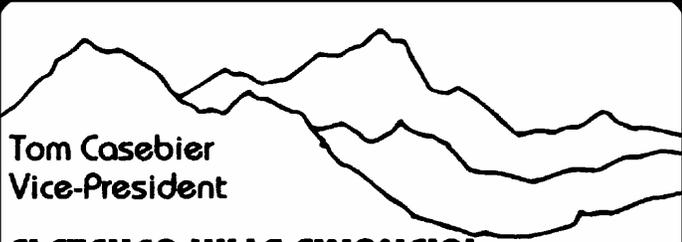
Deadline for Entries: Friday, August 25, 2000

Entries are to be dropped off with the Branch Manager at either SCP Location:

SCP ~ San Diego
9540 Chesapeake Drive, #101,
San Diego, CA 92123
858-467-9495

SCP ~ Escondido
566 N. Tulip Street
Escondido, CA 92025
760-737-7655

...Trenchless Technology



Tom Casebier
Vice-President

FLETCHER HILLS FINANCIAL

(619) 668-0770
FAX #668-0344

7837 La Mesa Blvd.
La Mesa, CA 91941-3609

(3 fpm) and cheaper \$18,000 (without compressor.) It sounds like they are also trickier to work with.

Hdraulic Pipe Splitter: This is the method described earlier. The pipe is quite flexible. It can change directions up to 45 degrees. The 4" pipe unit starts at \$39,000 and the 8" system cost up to \$155,000.

Thermoplastic Pipe Liners: These are "factory collapsed" liners made of high-density polyethylene and PVC. It is placed in the old pipe and then heated. The heated liner expands and retains its circular shape.

Cured in Place Pipe Liners: This processes involved the insertion of a flexible lining into a host pipe. Depending on the system selected, it is installed using one of the following insertion methods:

Water inversion - where the lining is inverted under the pressure of water, and cured by circulating hot water

Air inversion - where the lining is inverted under the pressure of air, and cured by introducing steam

Winched insertion - where the lining is winched into place and inflated against the pipe wall by either a removable bladder inverted into the lining under the pressure of water or a pre-positioned bladder which is simply inflated.

Sectional Pipe Liners: Essentially the same as above, but designed for spot repairs instead of replacing the whole pipe. Sound's exciting. Now all they have to do is reduce the pipe

diameters and the price.

The Trenchless Technology Center was established at Louisiana Tech in September 1989 to promote research, development and technology transfer in the trenchless construction and rehabilitation industry. Trenchless technology includes a large family of methods utilized for installing and rehabilitating underground utility

States near consensus on Colorado River water-sharing pact

**By Don Thompson
ASSOCIATED PRESS**

May 25, 2000

SACRAMENTO -- The seven Colorado River states are on the verge of an agreement that would give Southern California 15 years to cut its use of river water.

When the above press release ran in the Union Tribune. Some earnest member of the local press added a line. It mentioned Californians filling swimming pools with precious Colorado River Water..

We need to keep reminding the public that the Sacramento Municipal Water District found that a landscaped yard with a pool uses less water than a landscaped yard without a pool.

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BARACUDA

News From SPEC

There are lots of new laws that could impact our industry. Here are some reviews from SPEC, our lobby group.

SB 1524 (Contractor Bonds): SPEC succeeded in having this bill amended. It would have eliminated the license bond requirement for all contractors except pool contractors. Now the current law is untouched. The bill now would provide that a homeowner could perfect a claim against a contractor's bond without having to demonstrate to the surety's satisfaction that the underlying violation of contractor law was willful or deliberate, which is the present law. The purpose is to ease the bond claim standard so that bonding companies will have to pay at least some claims. According to the Insurance Commissioner, surety companies rarely pay claims. Consumers, labor and materials suppliers find it virtually impossible to collect against a bond. *SPEC's CONCERN*: Will the relaxation of the bond proof standard have an influence on the CSLB regarding complaints against contractors? SPEC is studying this carefully before taking a position.

Originally it would have required home improvement contractors to have a \$1-million liability insurance policy. It was amended to require a \$100,000 liability insurance policy. This was deleted in the Senate. The sponsor of the bill states that the insurance will be added back in on the Assembly side. If so, then the bill would have to go back to the Senate. SPEC does not believe that this bill will pass the Legislature in any form.

AB 2113 (Mechanic's Liens): This legislation to eliminate lien rights in construction situations has been the subject of many meetings with its author and staff, as well as with the Law Revision Commission. So far, it has not even been set for its first committee hearing. Deadlines for such hearings long gone. SPEC's opinion is that the bill is dead for this year. The Law Revision Commission study must be treated very seriously. Construction legal expert Sam Abdualziz will represent SPEC, with other contractor associations, on this matter. SPEC will also participate directly in the hearings

SB 2029 (CSLB Sunset): originally this legislation

extended the "Sunset" provision in the law which requires the Contractors' State License Board (CSLB) to go out of existence next year. SPEC supported the bill as introduced. It has now been changed to "reconstruct" the CSLB. This reorganization would change the Board giving a majority of seats to "public members" (remember Jerry Brown?) A number of other changes are incorporated in the bill now which has many eyebrows raised. Rumor has it that one objective of the legislation is to "get" Registrar Lance Barnett. SPEC has always opposed changing the membership balance on the CSLB from its present composition. SPEC has not formally taken an OPPOSE position. The bill has passed its first policy committee, which was chaired by the measure's author, and is set for Senate Appropriations Committee hearing

AB 2370 (Contractor Fingerprinting): This bill would require fingerprinting of all licensed contractors and their salespeople. The purpose is to check applicants to make certain that they have not had criminal convictions. However, the measure, as just amended, would require all existing licensees to reapply for their licenses and offer up their fingerprints. Contractors are one of the few groups licensed under the Department of Consumer Affairs who are not now required to be fingerprinted. In the past it was considered a slow process that would slow the issuance of contractor licenses. With today's technology, the process is fast. SPEC is reserving judgment they learn how the re-licensing of all present contractors will be done and over what period of time.

AB 2632 (Construction Defects): This bill, sponsored by home builders, seeks to change the law relating to the statute of limitations on construction defects. It would extend the same time lines on repairs as exist presently for new construction. Relief from tort actions and trial lawyers is the purpose. The bill still has not had its first hearing and, frankly, looks dead for this year.

AB 2833 (Contractor Info on Internet): This bill would allow the Registrar to put contractor

(Continued on page 10)

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.

NSPI, we are your HDR Insurance Services underwriters, We thank you and your agent for placing your coverage and trust with us.

Sunday Sandle
Barbara L. Deal

Michelle Storey
Nancy Feediger

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

Want to Quit Cigarettes? Gargle This

It sounds far-fetched, but someday all it may take to quit smoking is a capful of mouthwash several times a day. Researchers at the State University of New York at Buffalo's School of Dental Medicine are testing a novel mouth rinse that claims to make smoking taste terrible. There is also some evidence that the product might decrease plaque and prevent gum disease.

The new rinse works like any other mouthwash except for one thing: It makes cigarette smoke taste so bad that smokers can't get past the first puff. The effects are said to last 8 to 12 hours. According to Dr. Sebastian Ciancio, the dentist who is conducting the product trials, there is no one secret ingredient that gives the mouthwash its special properties. "It's the way the ingredients are combined that makes the difference," he explains. The formula will remain secret until its patent is awarded.

Unlike patches and gums already on the market, the rinse contains no

nicotine, making it safe for pregnant women and patients with heart disease. In tests so far, the mouth rinse appears to spoil only the taste of tobacco smoke. Ciancio expects to finish his pilot study, on 20 patients, sometime this summer. There is no word yet on who will bring the product to market.

From *Business Week*, May 2000



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Main Office Bob Blake 619-226-4777 fax 619-226-2259

NSPI - Developments to Watch

(Continued from page 8)

information on the CSLB's internet site This would be information now available to the public in writing or by telephone. In checking the CSLB site, it seems that such information is already there. The bill also would set up a contractor-consumer mediation program. SPEC has been neutral on AB 2833. No hearings have been held as yet, so the bill is most likely quite dead.

Industry Expert Regulation: The CSLB has now adopted the Industry Expert standardization regulation. SPEC has worked hard on this issue over the past years Every objection has been met and the regulation should vastly improve the "cowboy" approach that deputy registrars have employed around the state in using industry experts on home improvement complaints. SPEC supported adoption of the final version.

Arbitrator Standards Regulation: SPEC had supported this CSLB regulation over the past year. It would have established uniformity in the selection and employment of complaint arbitrators. However, it has now been withdrawn by the CSLB. The reason is that its parent agency, the Department of Consumer Affairs, expressed the belief that contractors should not be used as arbitrators in construction matters. The CSLB, and SPEC, do not believe that an arbitration

can be successful without a contractor being involved in the process. Rather than cave in to Consumer Affairs and weaken the standards, inadequate as they may be, the CSLB just withdrew the proposal

Overtime Regulation for Contractors: Governor Davis kept his campaign promise to labor and repealed the 1998 regulation that eased overtime rules. Prior to last year's legislation, the construction industry had never been covered by the state's overtime pay orders. The new law covered all employers but authorized the Industrial Welfare Commission (IWC) to adopt changes and exemptions.

Pool industry members and SPEC have already testified before the IWC. On June 20, the Commission will meet to review on-site construction under the new law. Pool contractors often must work more than eight hour shifts in order to complete jobs which cannot be delayed midway through a process. In the peak pool building season, these demands are frequent. SPEC's brief which the Commission to restore the industry's exclusion from strict overtime pay requirements SPEC wants to see a 40-hour week restored which would allow employers to schedule 10 hour shifts, so long as the total weekly limit is not exceeded.

Survey Ranks Swimming No. 1 By Gary Thill

Signaling the growing strength of the pool industry, new survey results find Americans ranking swimming as their No. 1 recreational activity, while inground pool sales continue increasing annually.

Results from a survey commissioned by the Sporting Goods Manufacturers Association in North Palm Beach, Fla., showed 94.4 million Americans rate swimming as their favorite recreational activity, edging out walking at 80.9 million. American Sports Data Inc., a research firm typically hired by trade associations and industry groups, conducted the survey for SGMA. It based its results on a survey of 16,000 U.S. families. Company officials said this was the first time it had asked about recreational swimming.

In the past, walking has consistently ranked No. 1 in a sports participation survey by the National Sporting Goods Association. That recreational swimming took the top spot in the new survey was cause for celebration — and signaled that the swimming pool industry was healthier than ever, said National Spa & Pool Institute officials.

Suzanne Stearns, NSPI communications manager said “We’re very excited about this. For years, walking has always been the No. 1 activity that Americans undertook for fitness recreation. For swimming to have surpassed that — that’s just very significant — and certainly good for the industry.”

Meanwhile, NSPI released two new pool sales figures, based on a survey of skimmer sales. The group estimates that 150,950 pools sold in 1997 and 172,184 in 1998, for a 40.5 percent increase since 1994.

Stearns said, “While we can’t link the popularity of swimming directly to inground sales, it certainly is a logical connection. It’s just common sense: More people are swimming, more people are going to buy pools to swim in.”

Stearns said the popularity of swimming is due in part to the reputation it has earned as a low-impact aerobic workout. “It really is perfect for any age,” Stearns said.

Along with its health benefits, swimming ties into two more national trends: family togetherness and home entertainment, Stearns said.

And the people purchasing these pools often are more mature, another demographic trend that bodes well for the industry, Stearns said, especially as baby boomers move from thirtysomethings to forty- and fiftysomethings.

As the pool industry heads into the millennium, NSPI officials plan to capitalize on those trends with public relations campaigns touting the benefits of swimming.

Roger Galvin, NSPI’s chief executive officer, said “It’s been a long time in coming for us to get to the No. 1 position. Now we’re here and we plan to stay here.”

IPPSA Becomes First Platinum Sponsor

IPPSA was the first organization to step up to the plate for sponsorships for the Pool Award and Golf Tourney.

Platinum Benefits include:

- ◆ Signage at a hole and at a design category
- ◆ Four combination Golf and Dinner tickets
- ◆ A listing in the program
- ◆ One year ad in the Newsletter



In recent years, IPPSA has established a much closer working relationship with NSPI. Meanwhile, IPPSA itself has grown to more than 3,300 members in four states. They are one of the more financially stable trade associations. IPPSA is actually composed of two related units: IPPSA, Inc and IPPSA Management.

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