Is it winter yet?

Another record month for the San Diego pool industry! All those years we prayed for it and now we have it. We must be happy. Well... Ask me again in December.

I know that it is a real challenge to hire, train and keep quality workers. We’ve got to keep standards high. So take care of them. Show them your appreciation! Make them proud to be a part of a dynamic forward looking industry.

One way you can instill pride and reward employee efforts, is by inviting them to the awards dinner. This is our night. The San Diego pool industry truly shines on that one special night each year. Enter your work. Let them rightly feel that they are part of something special. Let them see competitor’s work. Let them get ideas for next year.

It could just be the best investment you make this year.

Thanks to the work of all the board members, this year’s event is shaping up to be something really special. It could just set the pattern for other chapters to copy.

Thanks to David Hawes for a motivational talk about time management at last month’s meeting. The new location, Quality Resorts, turned out to be terrific. I wish we had a few more folks show up. Give it a try. You might just learn something.

See you at the awards dinner
<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Address (Snail Mail)</th>
<th>Address (E-Mail)</th>
<th>Phone</th>
<th>Fax</th>
<th>Pager/Mobile</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRESIDENT</td>
<td>Phil Grider</td>
<td>The Pool Dentist</td>
<td>1340 Bulrush Court Carlsbad, CA 92009 <a href="mailto:Phil@pooldentist.com">Phil@pooldentist.com</a></td>
<td>800-215-7665</td>
<td>760-918-0987</td>
<td>619-994-2475</td>
</tr>
<tr>
<td>VICE PRESIDENT</td>
<td>Rick Church</td>
<td>Quality Pool &amp; Spa Company</td>
<td>15476 Markar Road Poway, CA 92064-2313</td>
<td>858-549-8797</td>
<td>858-679-9042</td>
<td>858-679-8900</td>
</tr>
<tr>
<td>SECRETARY</td>
<td>Mike Ramey</td>
<td>Blake Sales Associates</td>
<td>4229 Cielo Avenue Oceanside, CA 92056</td>
<td></td>
<td>760-941-3812</td>
<td>760-941-3782</td>
</tr>
<tr>
<td>TREASURER</td>
<td>Tom Casebier</td>
<td>Fletcher Hills Financial</td>
<td>7837 La Mesa Blvd. La Mesa, CA 91941</td>
<td></td>
<td>619-668-0770</td>
<td>619-668-0344</td>
</tr>
<tr>
<td>PAST PRESIDENT</td>
<td>Kenny Judd</td>
<td>Mission Pools</td>
<td>755 W. Grand Avenue Escondido, CA 92025-2594</td>
<td>760-743-2605x2606</td>
<td>760-743-0384</td>
<td>619-418-9891</td>
</tr>
<tr>
<td></td>
<td>Mike Galloway</td>
<td>Wateridge Insurance Service</td>
<td>10525 Vista Sorrento Pkwy. Suite 300 San Diego, CA 92121 <a href="mailto:msgallo@home.com">msgallo@home.com</a></td>
<td></td>
<td>619-452-2200x193</td>
<td>619-452-6004</td>
</tr>
<tr>
<td></td>
<td>Lisa Adams</td>
<td>Fiberkote</td>
<td>206 Walsh Street Oceanside, CA 92054</td>
<td></td>
<td>760-754-4552</td>
<td>760-754-4552</td>
</tr>
<tr>
<td></td>
<td>Kim “Red” Barrett</td>
<td>SCP, Inc</td>
<td>566 North Tulip Escondido, CA 92025</td>
<td></td>
<td>760-737-7655</td>
<td>760-737-7663</td>
</tr>
<tr>
<td></td>
<td>Matthew Gardiner</td>
<td>Caldera Spas</td>
<td>7092 Miramar Road Suite 125 San Diego, CA 92121 <a href="mailto:matthewgardner@email.msn.com">matthewgardner@email.msn.com</a></td>
<td></td>
<td>858-586-1125</td>
<td>858-586-7737</td>
</tr>
<tr>
<td></td>
<td>A. J. Wilson</td>
<td>Like New Pool Service</td>
<td>10224 Baroness Avenue San Diego, CA 92126-1153 <a href="mailto:AJ@likenewpool.com">AJ@likenewpool.com</a></td>
<td></td>
<td>619-695-3461</td>
<td>619-695-3461(751)</td>
</tr>
<tr>
<td></td>
<td>Rob West</td>
<td>Trendwest Pools</td>
<td>P.O. Box 20624 El Cajon, CA 92021</td>
<td></td>
<td>619-442-6889</td>
<td>619-447-1815</td>
</tr>
<tr>
<td>NEWSLETTER WEBMASTER</td>
<td>Rick English</td>
<td>English Pool Consulting</td>
<td>1445 Twenty Eighth Street San Diego, CA 92102 <a href="mailto:rick@english.net">rick@english.net</a></td>
<td></td>
<td>619-338-9197</td>
<td>619-338-9167</td>
</tr>
</tbody>
</table>
* National Wholesale Distributor of Swimming Pool and Spa Parts.

* Most Extensive Parts Books in the Industry.

* User-Friendly Catalogs with detailed OEM Schematics.

* 25,000 Different Parts Available for Shipping within 24 Hours.

phone 1-800-234-6700
1360 Blue Hills Avenue

fax 1-800-235-2885
Bloomfield, CT 06002
On Aug. 3, the Washington Court of Appeals upheld the $6.6 million verdict against NSPI in Meneely v. NSPI. NSPI will appeal the ruling to the Washington Supreme Court. It could take months before deciding on whether to hear the case. If the state Supreme Court decides to take the case, it could issue a final ruling within a year.

In July 1991 a 16-year-old plaintiff dove off the diving board at a friend’s house with his arms at his side. His head hit the bottom of the pool. He broke his neck and had a spinal cord injury. His is now a quadriplegic.

A Washington jury awarded the plaintiff $11 million and found NSPI 60% at fault. NSPI’s share is $6.6 million. NSPI filed for Chapter 11 bankruptcy to prevent the plaintiff from seizing any of the association’s assets. Last March, the court confirmed the NSPI plan for reorganization. NSPI emerged from bankruptcy. At the appeal, both sides were given 20 minutes to present arguments before a three-judge panel in Washington state. In its latest ruling, the Court of Appeals rejected each of NSPI’s reasons why the lower court’s decision should be overturned.

"The primary issue on review is whether a trade association such as NSPI owes a duty of care to the ultimate consumer," said Judge John A. Schultheis in writing the court’s opinion. "We hold it does when it undertakes the task of setting safety standards and fails to change those standards or issue warnings after it becomes aware of a risk posed by the standards."

The judges ruled that the superior court correctly held that the six-year statute of repose did not apply in this case. NSPI also argued that the superior court erred when it determined that the association owed the plaintiff a duty to exercise reasonable care when it formulated and promulgated its safety standards. But the Court of Appeals upheld the lower court’s decision, saying that the facts of the case “fall squarely within the voluntary rescue doctrine”

By publishing industry standards used by pool and board manufacturers, NSPI voluntarily assumed the duty to warn all divers of the risk posed. NSPI did not exercise reasonable care in performing that duty. NSPI-not change the standard after it knew that the pool and board combination was dangerous.

NSPI argued that failure to warn the consumer and failure to change the standards were not the cause of Meneely’s injuries.

Once again, the Court of Appeals rejected NSPI’s argument.

In an Aug. 7 E-mail to NSPI members, the association’s CEO Roger Galvin said, "While we are extremely disappointed in the ruling, we also recognize this is only one step in the overall legal process. We have begun the appeal process to the Washington State Supreme Court, where both NSPI and the plaintiff will submit briefs. We have 30 days to submit our notice to appeal; the Supreme Court will then take three to four months to determine if it will hear our case and set a hearing date, which we estimate to be approximately eight months from now. A final ruling could take from one to one and a half years."

Galvin went on to assure members that "NSPI will continue to operate and provide all the programs and services to you during this time period. This ruling has no effect on our daily operations or finances."

Nevertheless, there is a strong possibility that the courts could rule against NSPI. So the Finance Committee of NSPI is working with NSPI staff to prepare plans that will allow the association to pay the debt and not change any of the benefits or services members currently receive, Galvin says. "In fact, our goal is to have NSPI in a position to expand member benefits, independent of the outcome of the appeal," he says. "As of this date, we have the resources and a draft plan that will allow us to accomplish this goal should the courts rule against us.”
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"

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
760-757-7655
English Consulting
Richard J. English
Swimming Pool Consultant
1445 Twenty Eighth Street
San Diego, CA 92102

1-800-864-7946
rick@english.net

Pool Inspections
- Close of escrow
- Forensics
Pool Design
Pool Sales Training

199x486
·
199x474
·
199x462
·
199x450
·

Member California Real Estate Inspectors Assn

Paul Eisler
District Sales Manager
Email: desert2244@aol.com

Raypak
ISO 9001 Certified
www.raypak.com

Raypak, Inc 3111 Agoura Road, Westlake Village, CA 91361
Telephone (818)889-1500
FAX (818)889-5522
(760)564-6698 Telephone & Fax
Pager (800)207-7855
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.

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

News From SPEC

The California Spa and Pool Industry Education Council (SPEC), which represents the interests of the state’s pool and spa industry in regulatory and legislative matters, is opposing government efforts aimed at changing regulations regarding disclosure of consumer complaints against contractors.

Under current regulations, complaints are reviewed to determine if they have sufficient merit before they are released to the public. California’s Contractors State License Board (CSLB) is considering revamping that policy. SPEC’s fear is that any changes could compromise contractors’ due process rights.

According to SPEC president Don Burns, making public uninvestigated consumer complaints would invite irresponsible complaints, do irreparable damage to contractors’ reputations, and provide no real safeguards for consumers.

The group voiced its concerns in a CSLB meeting July 28. Burns said he was optimistic that changes to the regulations were not forthcoming.

Burns said: “I don’t think much is going to come out of it, certainly not soon, But we do have more hearings that we have to go through.”
NSPI CD’s Available

**NSPI’s Awards of Excellence are now available to NSPI members. Builders are making our CDs an integral part of presentations and displays. These CDs are also a resource for creation of design ideas.**

Each CD has a search engine. The engine allows you to search by type of pool, spa or hot tub, and specific features.

The series includes:

- ♦ NSPI Award Winning Pools, Spas & Hot Tubs Disc III: Residential Vinyl lined, Fiberglass and Aboveground Pools. $35.00
- ♦ NSPI Award Winning Pools, Spas & Hot Tubs Disc IV: Residential Hot Tubs and Spas $35.00
- ♦ NSPI Award Winning Pools, Spas & Hot Tubs Disc I & II: Residential Concrete Pools (2 CD set) $59.00
- ♦ NSPI Award Winning Pools: A Complete Set (features all the CDs featured above) $89.00

NSPI can create a customized CD, featuring your most creative pools and spas. Your personalized CD can also have the enhanced features of our Awards of Excellence CDs! This

---

Regional Crisis

**Last month we described the problems at regional. We ran out of money from HDR.**

In Aqua Magazine it was noted that Region XI (that’s us) might be turning to NSPI National for management assistance.

NSPI National, which already manages the Region IX office (which includes Maine, Massachusetts, New Hampshire, Rhode Island and Vermont), believes it can manage Region XI for less than the members there are currently spending.

At press time, the Region XI board had tentatively approved the proposed change. The objective of this arrangement would be to increase membership growth and retention, as well as increase member participation in NSPI programs.

Some NSPI board members expressed concern at a July meeting that if NSPI National were to take over management of Region XI, it would be moving the structure of the entire organization in a new direction. NSPI says that National’s management services are strictly “fee for hire” and that the regional boards direct the activities of those regions, not National.

Meanwhile, Region VIII (which includes Alaska, Idaho, Montana, Oregon and Washington) could be the next region to seek National’s management services, observers say.

What all of these regions have in common is a relatively apathetic membership and no regional trade show to help generate

---

"THE LOWEST WORKERS' COMP RATES ANYWHERE!!"

**Available To All NSPI Region XI Members**

Minimum Annual Premiums Now Reduced!

**Why Pay More?**

Call your INSCORP agent for a rate quote or call:

**WCIP**

Wateridge Compensation Insurance Plan

1-800-223-6756

Mike Galloway

Watertown Insurance Sanders, License #0827781
NEW LOCATION

SCP

SOUTH CENTRAL POOL SUPPLIES

SAN DIEGO BRANCH
9540 CHESAPEAKE DR.
SAN DIEGO, CA. 92123
PH# 619-467-9495
FAX# 619-467-9488

CHECK US OUT!
YOU'LL BE GLAD YOU DID!

ESCONDIDO BRANCH
566 N. TULIP
ESCONDIDO, CA. 92025
PH# 760-737-7655
FAX# 760-737-7663

San Diego Chapter NSPI
1445 28th Street
San Diego, CA 92102