

San Diego NSPI Board of Directors

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April NSPI Meeting

When: Tuesday, April 9, 2002
6:30 PM for Dinner and Meeting

Where: Doubletree Golf Resort
14455 Penasquitos Dr.,
San Diego, California 92129-1603



Topic: **“Don’t Get Left Behind.”**
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Greg Welsh,
Speaker: President, Welsh Sales Group

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Greg Welsh’s 15-year sales career began on the retail floor of a portable spa distributor. From there, he went on to become a sales rep, trainer, and manager of a multi-store retail outlet. In 1992 he was hired on by the nation’s largest spa manufacturer to develop their own in-house national sales training programs for their 500+ dealer group.

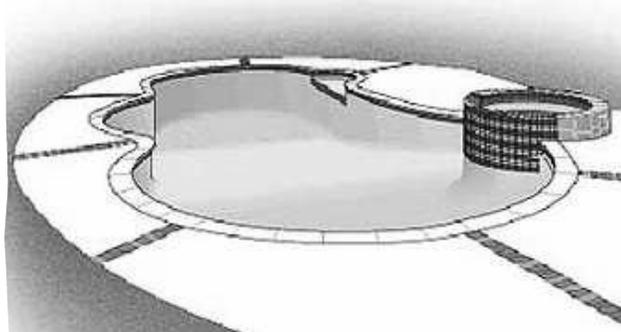
Currently, Greg is the President of Welsh Sales Group, which specializes in training programs and strategies. He has trained over 8500 retail sales people throughout the U.S., Europe, Canada, New Zealand, Portugal, and Australia, specializing in teaching down-to-earth, yet aggressive “real life” sales.

Greg worked his way through college playing in bands throughout California. He is currently a “Weekend Warrior”.

Greg will unveil opportunities for your business. You will be able to take these concepts back with you and enhance your bottom line.

Email: greg.t.welsh@gte.net

Web: www.welshsalesgroup.com



Ogling Ozone

There was a huge article about the Helix Water District's new ozone water purification system. I am seeing more of these on pools and spas. When I also saw an article by Ted Rich, info@cwtozone.com, director of marketing for ClearWater Tech LLC of San Luis Obispo, CA called "Getting chloramines out of the pool", I decided that it might be educational to abstract the article for the chapter

It had appeared in the June 2001 edition of Water Technology magazine. If you find mistakes then they are probably mine and not the original author's.

Every member of our industry should be familiar with the term chloramines. Chloramines are responsible for the disgusting smell that most people call chlorine. Most of the bad things that folks say about chlorine should really be focused on chloramines

There are two ways to fight chloramines. First, we can shock the pool after they form. Second, we could use ozone to prevent them from forming in the first place.

Adding chlorine to water produces hypochlorous acid(HOCl) and hypochlorite ion (OCl-). What we call *free available chlorine* is a measure of these products together.

Hypochlorous acid(HOCl) is the "active" form of chlorine; it's the part that kills bacteria, algae and pathogens. Hypochlorous acid(HOCl) will also oxidize swimmer wastes, including ammonia. Ozone has 30 percent more oxidizing potential than hypochlorous acid(HOCl).

Hypochlorite ion (OCl-) is a much weaker oxidizer. Hypochlorous acid(HOCl) has about 70

percent greater oxidizing potential than Hypochlorite ion(OCl-).

The pH will impact the usefulness of the two chlorine products, which is not the case for ozone.

When Hypochlorous acid(HOCl) combines with ammonia compounds you get chloramines. Ammonia comes from urine, perspiration, dead skin and other disgusting decomposing organics.

Ozone and chlorine in combination can prevent chloramines. Ozone can also oxidize pathogens and the

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Vice-President

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contaminants that chlorine may not. Many of these contaminants play a role in ammonia formation. So, less ammonia is created. Less ammonia means fewer chloramines.

Ozone is an unstable gas with a short half-life. That means maintaining a safe level of chlorine residual is essential. However, less chlorine will be needed to maintain a safe residual. Chloramines form in water when chlorine and ammonia are combined. So, if there is less chlorine in the water, fewer chloramines will have a chance to form.

There are a few fundamental rules: Size the system correctly. Locate the system correctly. Maintain appropriate residual levels. Maintain appropriate pH levels. Maintain appropriate ORP levels. Maintain appropriate conditioner levels. Shock as needed

A properly sized, installed and maintained ozone/chlorine system can make a powerful combination. Ozone helps keep ORP levels high (650 -850 mV) and keeps chlorine in its free available state. Chloramines are a much smaller problem..

Size the system correctly. It is possible to get too much of a good thing. If the ozone system is oversized,

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Blake Sales Associates
www.blakesales.net

BSA
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NATIONAL SPA & POOL INSTITUTE

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Local Rep: Rob Blake 619-246-9377
Rob@blakesales.net

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.

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Barbara L. Neal

Michelle Storey
Nancy Freidiger

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

Zodiac North American Pool Care Sector



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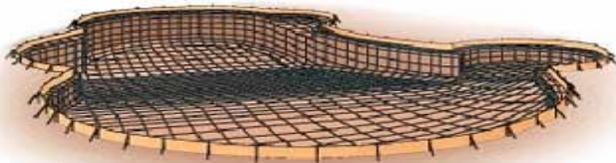
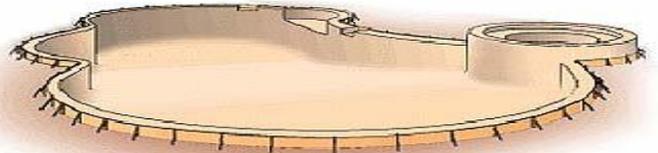
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Lest We Forget

Our product brings a lot of joy to our customers. Unfortunately, it can also bring calamity. The victims are the most vulnerable members of the family. The tragedies are almost always preventable. They are almost always the result of human error and not product failure. This month there is even a tragedy involving a pool cover which was probably installed for safety. Share and discuss these stories with your clients. Pool safety is everyone's job.

Toddler Drowns On Pool Cover

A Fort Smith toddler died Thursday after she apparently drowned in standing water atop a cover of a back-yard swimming pool.

22-month-old Jordan Marie Hayes was pronounced dead at 2:08 p.m. at the medical center Hayes was found outside her residence.

Firefighters found her lying unconscious on a strip of concrete next to an in-ground swimming pool.

Firefighters and EMS personnel performed CPR on the toddler at the scene before transporting her to the hospital. CPR was continued throughout the

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Chlorine Can Be Hazardous to People and Pocketbooks

Two stories have hit the news regarding injuries from chemical applications. **Remember the stuff we handle is dangerous.**

In Polk County, Iowa a hotel employee accidentally created a hazardous chemical cloud at the downtown Marriott hotel. Public health officials declined to say Friday whether the worker was certified to handle swimming pool chemicals.

Four people remained hospitalized Friday, including the hotel employee, a day after dozens sought treatment for respiratory problems experienced after inhaling the fumes.

Three youths were listed in fair condition at the hospital. The Marriott employee, who mixed chlorine for the pool with an acid used as a cleaner, was listed in good condition.

The remainder of the 24 people who fell ill were treated and released.

State regulations require hotels with pools to have at least one employee certified to handle pool chemicals. Public health officials inspect the pools once a year.

The chief environmental health specialist would not say if any Marriott employee is certified to handle the chemicals. He also wouldn't say when the hotel pool's last inspection took place.

Meanwhile in New Mexico:

Emergency crews were called to a New Mexican school pool after it was reported that children there were coughing, choking, and vomiting. Forty children were treated at a medical center. Ten were kept for observation. Two were sent to a hospital.

Four lifeguards hired a lawyer to sue U.S. Filter,

Pool Pro and the pool manager. Since the manager was an independent contractor, the school district and the city involved were not sued

The pool manager's side of the story says that the chlorinator broke down and injected excessive quantities of chlorine into the pool. So, naturally the U.S. Filter, the manufacturer, and Pool Pro, the seller, are at fault: certainly not the pool manager.

The lawsuit accuses U.S. Filter of negligently manufacturing and designing the pool equipment that automatically dispenses chlorine into the pool. They allegedly failed to give adequate warning of the danger risk. The equipment's instructions are allegedly inadequate.

The suit states Pool Pro is liable for selling unsafe equipment. They allegedly failed to warn of dangers, failed to give adequate instruction on usage. They are also allegedly at fault regarding the equipment installation.

The suit also goes after the pool manager. She allegedly did not properly look out for the safety of swimmers, backwashed the pool at an unsafe time, backwashed in an unsafe manner and did not give sufficient warnings. There are pool equipment maintenance allegations. She allegedly failed to give proper instructions in the use of the pool equipment.

The suit goes on to say that the four children all sustained "serious and permanent bodily injuries, have undergone and will continue to undergo considerable physical pain and mental suffering which have impaired their ability to function normally."

The suit also says the equipment was defective and

WWW.NSPISANDIEDO.COM

The Board of Directors authorized the creation of a new web site for our chapter.

We purchased the name www.nspisandiego.com since it was available. Many chapters use “.org” or “.net” instead of the “.com.” The consensus among the board was that the “.com” was much easier to remember. Remember that web addresses are NOT case sensitive. If www.NSPISanDiego.com or www.nspiSanDiego.com is easier for you then have at it.

I moved the old web site to the new server. We have 200 megabytes of storage on the server, so there is room for lots of goodies, including pictures and advertisements.

I plan to post back issues of our award-winning newsletter to the site. Well, maybe the newsletter hasn't won an award, but I was awarded the job of writing it.

I will also post the entry forms for the next year's pool awards competition as soon as the committee gives their final approval.

If you think of something cool that you would like to see posted to the site then let me know.

East Coast Water Worries

Drought Stricken Eastern States Try To Go After The Pool Industry

(Mar. 12, 2002 and Mar. 16, 2002 for details go to www.phillynews.com)

Faced with the driest winter on record and little prospect of recovering the needed rainfall anytime soon, New Jersey imposed sweeping restrictions that curtail most outdoor water use - from sprinkling lawns and washing cars to filling pools and Jacuzzis.

The government said that the state had a 100-day supply of water unless usage and rainfall patterns change. New Jersey needs two inches of rain each week for five weeks to return to a "comfort level."

Similarly, Pennsylvania declared a drought emergency Feb. 12 for much of eastern and south-central Pennsylvania.

New Jersey was not sure how much water the measures would save. Future steps could be reductions for the heavy industrial users of water, such as power-production and manufacturing plants.

New Jersey's restrictions were customized to sections of the state, depending on how serious each had been hit by the drought. South Jersey residents cannot water their lawns. Central and northern coastal area residents can water on alternate days.

Washing paved surfaces and serving of water in public eating establishments unless requested by the customer are now banned. Golf courses must reduce water use by 50 percent.

Three days later, after New Jersey pool operators and builders questioned the fairness of the new water

limits, the state agreed to ease the embargo against filling pools.

The rules had allowed the owners of newly constructed pools to fill them, **but not from the municipal water supply**, and forbade the owners of existing pools to fill them if they had been emptied. Most easterners drain the pool halfway for the winter.

The revised rules allow owners of new pools and spas to use municipal water with consent of the local provider. Pools drained before March 11 can be refilled.

The agency loosened some restrictions and tightened others.

Officials said that they temporarily would halt new water allocation registrations. The department said it would stop issuing new permits to businesses seeking to use more than 100,000 gallons per day.

There will be exceptions in cases in which applicants can prove the disruption would cause serious financial hardship.

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OZONE (CONTINUED)

(Continued from page 4)

the ozone will oxidize some of the hypochlorite ions. As the ion is oxidized, hypochlorous acid will shift into hypochlorite ions which impairs the functioning of the chlorine residual.

Off-gassing, too much ozone at the water surface, is a potential danger to swimmers. Off-gassing can result from oversizing the ozone system. We don't want swimmers inhaling too much ozone.

If the ozone system is undersized then you are not getting all the potential benefits. So use bather load, water volume, circulation and manufacturer's technicians to size the system.

Locate the system correctly. Install the ozone system after the filter. Ideally, use an oxidation reduction potential (ORP) system, installed after the ozonator, to control chlorine feed.

Maintain appropriate residual levels. Residual chlorine should be kept at minimum levels — 0.2 to 1.0 parts per million (ppm), depending primarily on bather load. This is to make ozone your primary oxidation. That makes sense since ozone is a more powerful oxidizer than chlorine.

Higher residuals make chlorine the primary oxidizer. The pool might get too much ozone. That could lead to off-gassing and oxidation of the hypochlorite ion.

Maintain appropriate pH levels. Keep the pH in the 7.2 to 7.4 range. Remember that ozone can oxidize hypochlorite ions(OCl⁻). This pH range will keep more of the chlorine in the hypochlorous acid(HOCl) form. Hypochlorous acid (HOCl) is a better oxidizer than the ion and cannot be oxidized by the ozone.

If pH is 7.2 then 70.7% of chlorine is hypochlorous

acid(HOCl). If pH is 7.8 then 37.8 % of chlorine is hypochlorous acid(HOCl).

Maintain appropriate ORP levels. Keep the ORP in the 650 to 850 millivolts (mV) range. ORP measures the quality of the oxidation process instead of the quantity of oxidizer in the water.

ORP is becoming the measurement of choice among professionals. Measuring chlorine and other sanitizers does not take into account the influence of pH, temperature, excessive cyanuric acid levels, etc. There have been well-documented studies that verify that ORP is the more appropriate measurement.

Maintain appropriate conditioner levels. Cyanuric acid levels should be 10 to 20 ppm. Free available chlorine bonds to cyanuric acid in ultraviolet light. As the conditioner level rises, more of the free available chlorine is chemically bonded. The chlorine becomes ineffective. This translates into a drop in ORP. High cyanuric levels can also trigger the need for total alkalinity adjustments.

Shock as needed. You won't shock as often, but high bather loads quickly lead to excessive ammonia compounds. ORP levels are driven down.

There are two disadvantages to using ozone: the initial expense and the size of the equipment. But, ozone use means that fewer chemicals can be used to reduce or eliminate chloramines. Using ozone, generated on-site, reduces chemical costs. Finally, ozone acts as a microfloculant, enhancing the performance of the filtration system.

(Continued from page 6)

ambulance ride and at the hospital.

Two adult baby-sitters who were not related to the child were at the house.

Toddler Drowns In Above-Ground Pool

The 22-Month-Old Could Not Be Revived

A Putnam County, Fla. toddler drowned in a blow-up pool at the home of a family friend.

Several kids, including the victim were playing. Family members were present. The children walked around the corner. About two minutes later, one child ran back saying the baby was in the pool. One family member pulled the child from the eight-foot round by one-foot deep pool and began CPR, which was continued when rescue personnel arrived. The baby was taken to the emergency room where she was pronounced dead.

This pair of stories abstracted from March 2002, U.S. Water News Online, may give us clues about our future water supply.

Northern California residents are alarmed by a plan to put river water in a bag

Albion is a community of around 500 people about 150 miles north of San Francisco. The residents laughed when they first heard about a plan to pump some of its water into colossal bags and tow them down the coast to Southern California.

Alaska businessman Ric Davidge, a former aide to Reagan's Interior Secretary James Watt, proposes to draw up to 6.5 billion gallons of water a year from the Albion and the Gualala Rivers during the rainy season with the idea of supplying at least 40,000 households in San Diego.

He says that his proposal is an innovative, environmentally friendly way of salvaging much-needed fresh water that would otherwise be lost at sea.

The residents formed Forget Lifting Our Water, or FLOW. Mendocino County supervisors passed a resolution opposing the project. Nearby, Gualala residents came up with: Save Our Rivers and Estuaries, or SORE.

Opponents complain that the plans to sink pipes into the riverbeds would disturb wildlife. They say the bagging and towing operation would be unsightly. They also argue that the rivers need the water to flush out sediment deposited by erosion and logging. Furthermore they say that the exported water would not be palatable. Davidge has said filters could take care of that.

A public hearing before the State Water Resources Control Board is expected some time this spring.

San Diego water department spokesman Kurt Kidman said Davidge would have to make peace with North Coast residents; San Diego does not want to fight with Northern California.

In San Diego, which imported almost 100 percent of its water last year, all sorts of ideas have been floated to local officials, including laying a pipeline from Alaska and towing an iceberg down the Pacific.

Davidge plans to meet with North Coast residents to discuss his plan. He says that he understands the worries but that they are unfounded. He is proposing

to bury a pipe in the riverbeds with an opening above the point of saltwater intrusion, which means it would be some distance inland from the river mouth. The pipe would be connected to inflatable polyfiber containers, which would be attached to tugboats. The containers would float below the water line and would not be visible.

The bag or bladder is about 100 feet wide and nearly three football fields long.

A partner of Davidge's Anchorage-based Alaska Water Exports company is already doing a similar operation in Turkey.

Davidge said installation would be timed not to disturb wildlife and would not impede river flow because it would act like a straw in a glass, with water passing through but not being taken out until it met the sea.

Desalination plant drawing international attention

TAMPA, Fla. -- Officials from Singapore to California are closely watching construction of a desalination plant in Tampa Bay, which will be the our first functioning plant turning salt water into fresh water.

The Prime Minister of Singapore visited with a delegation. Communities from Texas, California, and Florida's East Coast have also shown interest.

"The plant in Tampa Bay has certainly spurred renewed interest, especially among policy-makers, to look at seawater desalination," said Bob Yamada, senior engineer for the San Diego County Water Authority.

The Tampa Bay plant is expected to produce 1,000 gallons of water for about \$2, far below the industry standard. The new plant expected to produce 25 million gallons of water a day.

The plant has raised fears among environmental groups. They say they want strict monitoring of brine discharge from the plant into Tampa Bay with a shutdown clause if the discharge exceeds permitted levels.

Worldwide, 13,600 desalination plants produce 6.8 billion gallons of water daily. The two plants in the United States, in Santa Barbara and in Key West, sit idle and are used only for emergency supplies.

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WHO'S THE COMPETITION?

IF YOU'RE A POOL BUILDER, WHO COMES TO MIND WHEN YOU THINK ABOUT YOUR COMPETITION?

WAS IT ANOTHER POOL BUILDER?

IF SO, CONSIDER THIS; PERHAPS THE POOL BUILDERS BIGGEST COMPETITORS ARE THE RV, LUXURY VEHICLE AND MOTORCYCLE DEALERSHIPS, TRAVEL INDUSTRY, HOME RE-MODELERS AND ANYTHING ELSE THAT DIVERTS DISCRETIONARY INCOME FROM BUILDING A POOL.

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FOR MORE INFORMATION, PLEASE ASK YOUR LOCAL SCP REPRESENTATIVE AND CHECK OUT OUR "ESCAPE" WEB SITE.

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