



Region 7 Review

A monthly publication for the members of IPSSA, Inc. – Region 7

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IPSSA, INC. REGION 7

Board Officers

Rick Bishop, Region Director
(760) 730-3116
Mike Gregg, Incoming Region Director
(619) 224-3863
Gordon Pithart, Region Treasurer
Don Wall, Region Secretary

Director's Corner

B. K. Taylor Award Congratulations to Al Dougherty from Metro chapter for being selected as this year's recipient of the B. K. Taylor Award! He came down to the San Diego area 18 years ago and got Region 7 started. Thank you, Al, for your many contributions to IPSSA.

Table Top Don't forget the Table Top sponsor exhibits/seminars will be held January 5. For you guys with employees, this is also a good time to educate your employees.

*Happy Holidays to you
and your families!*

Board Meeting Notes –

**IPSSA, Inc. – Region 7
Tuesday, Nov. 27, 001**

NSPI Liaison Report: AJ Wilson: 1) NSPI Design Awards/ Golf Classic held 9/28 was successful. 2) The Board is constantly working on ways to increase membership and to become closer with IPSSA. Year-end meeting Mon., 12/10. Planning the General Meeting's agenda for the year 2002. 3) AJ is attending the "Hanley-Wood" EXPO this week. 4) Jeffery Crolene is the newest Board member. Lisa Adams is no longer involved. 5) NSPI is still going strong. 6) 12th Annual R7 TableTop Show Sat., 1/5/02. If you want a subject introduced, let them know. Also, they need helpers. 7) R7 Golf Tournament will be Fri., 1/4. 8)

R7 Directory is coming along. AJ has been taking pictures of chapter members.

Treasurer's Report: Gordon Pithart – As of 11/22/01, income \$1,242.50, expenses \$1,710.08, balance \$1,811.50. Picnic Account – expenses \$140.93, balance \$5,621.71.

Two people per chapter will be receiving a plaque in recognition of their participation in the Region meetings. The plaques will be presented at the chapter meetings from the new chapter reps to the outgoing chapter reps.

Chapter Reports:

Carlsbad Brian Kattke: 1) Chapter meeting place might be changing. 2) No chapter meeting in December. 3) Sick route coverage for a member, but it is only for a few weeks. 4) New chapter board might make changes to the sick route policy.

East County Don Wall: 1) Member Mike Nieratko passed away 10/20. He had been on sick leave almost a year, and the chapter had been covering his route. Several people purchased portions of his route. 2) A water cop spoke at last chapter meeting. He addressed what to do with different types of water. For instance, clean pool water should be emptied into streets, not sewers, as it overloads the sewer system. 3) Ray from Abcana, a pool supplier, made generous donations of \$1,000 and checks for their last chapter raffle.

Escondido John Hackett: 1) John Cook, outgoing chapter president, has moved to San Jacinto in the Hemet area. 2) At the last meeting a nice auction was held, with numerous items up for bid. Lots of money was raised. Thanks go to member Paul McClain, who gets vendors to donate items. Rick Bishop mentioned that some chapters have had rebate programs, but in his opinion auctions are a far better way to go. He suggested that when having an auction, set the starting bid price at no less than half the retail.

Metro Javier Payan: 1) New people at the helm of his chapter. He looks

Calendar of Events

- **R7 Golf Tournament**, Fri., Jan. 4, 2002, Admiral Baker Golf Course (Friars Rd./Adm. Baker Rd.). Proceeds will be donated to Children's Hospital.
- **12th Annual R7 TableTop**, Sat., Jan. 5, Scottish Rite Center.
- **R7 Board Meeting**, Tues., Jan. 22, 7:00 p.m., Holiday Inn, SD. *Plaques in recognition of participation in the Region meetings will be given out.*
- **B.O.R.D.**, Feb. 22, Long Beach Marriott.

forward to working with them. 2) Chapter Christmas party will be in December. Invitations will be sent to chapter members. 3) Chapter might get a web site. 4) Chapter had a raffle in Oct.

N. County Coastal Ted Wilson: 1) Only seven attendees at the last chapter meeting. 2) Christmas party was canceled and the money it would have cost, \$1,000, was donated to the NY Firefighters.

Rancho Del Mar Wayne Maynard: 1) He is the outgoing chapter president and accomplished about 50% of what he set out to do during his tenure. 2) Chapter meeting day was changed from Friday nights to Monday nights at Tia Leo's. 3) The chapter plans to get a web site.

San Diego Mike Gregg: 1) 18 took the water chem test. 2) Chapter held a blood drive at their last meeting; 19 donors. John Silcox was in charge. Four \$100 drawings for those who gave blood.

Region Director's Update:

1) Rick Bishop and incoming R7 Director Mike Gregg attended the Nov. 10 B.O.R.D. meeting. 2) Insurance carrier One Beacon was sold to Golden Eagle, which does not write business insurance policies in California. Our insurance broker, Ray Arouesty, is looking for a new insurance carrier for us. Four or five companies are interested in providing coverage for us. Ray feels we probably will have an increase in premiums due to

9/11 and because we will be a new account. We have until April on our present policy. 3) Ray is also looking at disability coverage. 4) Upcoming B.O.R.D. meetings will be held in the LA airport area. The year 2002 schedule is Feb. 22, April 13, June 22, Aug. 17, and Nov. 9. Attending some of these meetings gives you a better idea what IPSSA is all about. The B.O.R.D. has approved that the airfare from a non-attending spouse of a B.O.R.D. member may be used for someone else in the region to attend. 5) Installation Feb. 22 at the Long Beach Marriott. R7 won't have a hospitality suite. 6) Sally Ryan is retiring. She had been IPSSA's "den mother" for many years. The B.O.R.D. approved the hiring of Lester Management Company to oversee management of IPSSA Inc.

Unfinished Business:

1) B. K. Taylor Award Selection – The two nominations were Bob Fowler from SD chapter and Al Dougherty from Metro chapter. Consensus was that both had contributed a lot to the improvement of IPSSA and it was hard to choose between them. Board approved Al Dougherty as this year's recipient. The award consists of an inscribed plaque and complimentary dinner tickets and hotel room for the recipient and a guest to attend the next annual IPSSA, Inc. Installation dinner. The award will be presented at the R7 TableTop Show prior to the installation dinner. 2) Words of Thanks – Rick Bishop stated his term as R7 Director is coming to an end. He thanked the chapter reps for their contributions for the last two years; AJ Wilson for all of the many things he does for the Region; Gordon Pithart for the Treasurer's Report, Nancy Gillespie for the minutes and newsletters, and Mike Gregg for accepting the position of incoming R7 Director.

New Business:

1) New Chapter officers –

Carlsbad Pres. – Doug Hausman, *VP* – Bart Williams, *Sec'y.* – Wayne Nichols.

East County Pres. – Geoff Matthews.

Escondido Pres. – Loyal Johnson, *VP* – John Hackett, *Treas.* – Scott Bee, *Sec'y.* – Brad Mitchell.

Metro Pres. – Javier Payan, *VP* – Burt Dexlan, *Treas.* – Eric Carlson, *Sec'y.* – Mike Flynn.

N. County Coastal Pres. – Ted Wilson, *VP* – Fritz Schoonover, *Treas.* – Josh Nelson.

Rancho Del Mar Pres. – Brian Davis, *VP* – Dave Rockwell, *Treas.* – Wayne Maynard, *Sec'y.* – Kevin Yeoman.

SD Pres. – John Nichol, *VP* – Jim Bradbury, *Sec'y.* – Paul Grimes, *Treas.* – Geoff Conradi.

2) Chapter Reps – Rick Bishop pointed out that chapter reps need to have a second rep for the Region meetings.

3) New R7 Director – Rick Bishop noted that Mike Gregg is the incoming R7 Director and is very qualified for the position. He asked the new chapter reps to support him, to keep the momentum going for R7, and to share their innovative ideas at the Region level. He promised to help Mike, as AJ Wilson helped him.

4) East County Chapter issue – Don Wall reported that after member Mike Nieratko passed away and his wife was in the process of selling his pool accounts, a situation came up. A member reportedly solicited an account after it had been sold to someone else, although he does not feel he solicited it. The chapter has a rule that after you do a sick route, you can never approach that account *ever* unless you purchase it. The buyer of the account got quite irate, but it appears he has since calmed down.

Rick Bishop pointed out that the IPSSA code of ethics prohibits members from soliciting sick route accounts they are covering. However, members need to put things into perspective. Even if a sick route person loses a few accounts, the route would still be intact, which would be better than losing an entire business if you go down.

5) Next R7 meeting – Jan. 22, 2002.

Open Forum Discussions:

1) Don Wall suggested the money spent on plaques could be better spent on other things, such as education. AJ Wilson pointed out that the plaques are given to outgoing officers and might be incentives to people thinking of serving.

2) Mike Gregg said he enjoyed Rick's company at the B.O.R.D. weekend and was impressed by the professionalism and seriousness of the B.O.R.D.

3) Rick Bishop explained that the installation weekend leadership seminars are mandatory for chapter presidents and treasurers. The Installation Dinner is \$60 per person, and you pay for your own hotel room. You will be getting more information from Sally Ryan.

4) Board approved sponsoring a beer cart at a cost of \$500 for the R7 Golf Tournament to be Fri., Jan. 4, 2002.

5) Thanks to Don Wall for bringing the food for tonight's meeting.

Notes from the Editor:

Cool Web Site

Several chapters have mentioned that they might soon get web sites. Log onto the San Diego chapter's web site at www.ipssasandiego.com for some ideas on how to build your site. Member **Paul Grimes** is the web master. Some of the content is available to members only. The site includes mission statement, names of board and committee members, calendar of events, Chapter and Region newsletters, application form for education, blue card, and links to suppliers and supporters. Check it out!

Talk to me...

Please make sure I have the names, mailing addresses, and phone numbers of new chapter officers. Let me know who should be receiving copies of the newsletter and minutes. If you'd like these e-mailed to you, give me your e-mail address, also.

You are welcome and encouraged to submit newsworthy items and/or ideas to me. What would you like to see in future newsletters? Have you had an article published in an industry publication? Don't be modest. Let me know, and I'll include in a future issue. What do you think is flotsam? (Be kind.)

Happy Holidays!

Wishing happiness, health, and prosperity to you in 2002!