



CAPITAL VALLEY IPSSA CHAPTER

Water Watcher

JUNE 2018

Mark your calendar!

Next Chapter Meeting:

June 6, 2018

VFW Hall
8990 Kruitof Way
Fair Oaks, 95628

6:30 Dinner
7:00 Meeting

Upcoming Meetings & Events:

July - Dark

August 1 - Blake Sales

September - David Hawes,
IPSSA Region 1 Director

Featured Speaker For June



With a 100-year legacy of innovation and industry-leading engineering team behind it, Zodiac delivers quality-designed products under the following leading brands: Polaris, Jandy Pro Series, Zodiac, Cover-Pools, iAqualink, and Nature².

Nic Benny and Josh Bordelon will be breaking down the Jandy JXi heater and going over features and benefits as well as some tips and tricks for install and repairs. They will also spend some time on the TruClear salt system and the smart phone enabled robotic cleaner, Polaris 9650iQ. All 3 products are part of their Trade Exclusive lineup and can not be sold or purchased online.

And of course they will answer any other questions or concerns you may have!

Nic has 23 years in the pool industry, the last 14 have been at Zodiac, including 4 years as a field tech, and 5 years in tech support. Prior to that he worked in pool construction, plumbing, and equipment installs.

Josh has 18 years in the pool industry, including 7 years as a Service Manager. He has also worked on pool solar, leak detection, automation, networking, heaters, pumps, and above ground spas.

They are bringing dinner and drinks for the chapter, so come hungry.

Nic Benny
Territory Sales Manager
Zodiac Pool Systems, Inc.
Office: 1-800-822-7933
Mobile: 916-599-4369
Email: nic.benny@zodiac.com

Inside this issue:

Santa's Summer Getaway	2
Education	3
Sick Route, Membership, News	4
Vendor Specials	7
Calendar	8
Chapter Important Numbers	9
Chapter Supporter Contact List	10

Education:

A Message from Monte...

The Changing Business Environment

The way that people are doing business has changed considerably in the last few years. Where service industries like ours once heavily depended on traditional word-of-mouth referrals, we now work for consumers whose networks of trusted referral sources are extensive, less personal and accessible on devices 24 hours a day.

Within seconds, our customers are able to search online to better understand a problem they are having, determine the average cost to have it fixed, identify a company to provide the service and see what customers think of that company. This kind of "accessible on a moment's notice" approach is what customers expect and it's why you should continue to refer your leak detection business to American Leak Detection Sacramento.

American Leak Detection Sacramento has an easy to navigate website, americanleakdetection.com/sacramento, that allows potential customers to request service and ask questions using a 24/7 live chat feature. Our office staff is knowledgeable and responsive, scheduling the overwhelming majority of jobs within 48 hours and sending day-before appointment text reminders to customers. We use an online scheduling module to ensure that our technicians spend as little time on the road and more time on the job, providing unparalleled service. Our technicians make customer service their highest priority, managing customers' expectations, explaining their process and pinpointing the leak as quickly as possible. When appropriate, they work to schedule the repair while they are on-site to answer any questions customers might have. And they work with our office staff to make sure that all reports are completed the day of service. If the pool service company is associated with the job, the tech will contact the pool service tech to describe the test finding and keep them in the loop. Once the job is complete, our team follows up with each customer to answer any remaining questions, thank them for their business and send any additional photos or documentation required or requested.



When you refer work to American Leak Detection Sacramento, we understand and appreciate that our performance reflects on you. When your customers work with us, they walk away knowing that they are working with a knowledgeable partner, who understands and responds to their priorities.

Monte Routon
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Sick Route

No one is out sick or injured.

Thank you for your support.

Chuck Catilus
Sick Route Chairman
(916) 759-7097
ckpoolservice@surewest.net

Be sure to wear your shirt or tank top from a prior Santa Summer Get Away, and you can win a FREE registration to the 2018 Santa's Summer Get Away. Jack from Western Sierra Pool won in April.



Membership

Perfect Attendance Awards for attending all meetings during the year.

June is the **last** meeting in the **2nd** quarter. You must attend at least 1 meeting per quarter to avoid fines.

Please Welcome the Following New Member:
Matt Duyanovich - Natural Chem Pool Service

For membership information please contact:
Mike Assenza
Membership Chairman
916-837-8525
mike@rivercitypoolcare.com

For Sale:

Polaris 360 - \$396

Jack Emlay 916-764-7852

Letter to Capital Valley IPSSA Members

It's been over 50 years since I started in the pool industry. During that time I have worked for manufacturers, had the privilege of serving the industry through NSPI, IPSSA and conducting CPO certification classes, and with Shaleen started our own business. It has been an exciting and challenging career and I have enjoyed the association with so many qualified and dedicated pool professionals.

For a number of years various people have asked Shaleen and me when we were going to retire. Well, we have an answer – it has happened. We have sold our home and are going to spend some time traveling and relaxing and then see what the next adventure will be.

We are pleased that Jack Emlay will be caring for our customers and our phone number will be forwarded to him. As you all know, Jack is extremely knowledgeable and we are confident that he will continue to care for our customers and the customers that you have entrusted to us over the years.

We wish you all success in the coming years and hope that our paths will cross in the future. In the meantime I remain....

Your humble and obedient servant,

George Stevenson

PS: Remember that old heater guys never die, they just lose their spark!

Santa's Summer Getaway

It's hard to believe it's almost pool season and you are probably gearing up for a great and busy season. We just know that at the end of it, you will be looking for a place to relax and recuperate. Well, do we have a deal for you!

Santa's Summer Getaway will be September 14-16 at Sly Park, **Group Site 3**. We have changed sites this year so we will have room for up to 12 rigs and plenty of tent space. As RV spaces are limited (but not nearly as much so as last year) sites will be reserved as paid registration is received. The reservations are not site specific, and will be on a "choose as you arrive" basis.

As always, your camping fee of \$40 per adult, \$20 per child (5 and under free) will include Friday and Saturday dinners and dessert, Saturday and Sunday breakfast, plus a T-shirt for every camper whose registration has been paid by August 17.

And if that isn't enough, there is something new this year – Make Your Own Pizza for Saturday lunch. That's right – we will have pizza dough and more than a dozen toppings to add on and then we will bake them right at the camp site!

Add on to that campfires, smores, the lake, crafts, horseshoes, great company and lots of time to relax and you probably think it can't get any better.

Not a camper or can't make the whole weekend – that's OK. You can also come for just Saturday for \$25 for adults, \$15 for kids.

Still not convinced – check out pictures from previous years at cvipssa.com and click on the Events link.

Capital Valley IPSSA Begins Swim and Safety Program

CVIPSSA has partnered with the [Sunrise Recreation and Park District](#) to expand the District's swim and safety programs. The program's objective is to make swimming lessons and water safety education accessible to immigrant and low income children in the local community. CVIPSSA's grant will benefit approximately 25 children and their families who would not otherwise have the means to take swimming lessons.

Participants will receive 16 thirty-minute swim lessons over 4 weeks for the children and two River and Lake Safety Days for the whole family. During the River and Lake Safety Days, they will learn how to use a life jacket, and various water safety ideas, e.g. swim with a buddy and using assists for struggling swimmers. The information is similar to a standard American Red Cross Basic Water Rescue class. The local DART (Drowning Accident and Rescue Team) will attend the Safety Days, participate in the instruction, explain their mission to the families, and show the kids their rescue equipment.

CVIPSSA is excited about this partnership and bringing a successful outreach program to the Antelope Aquatic Complex. This grass-roots program will promote the drowning prevention mission that all of us embrace as aquatics professionals. Call 916-725-1585 for more information.

Legislative Update

SB 993 - Would require all businesses that do not meet certain exemptions to levy and pay a sales tax on their services.

SB 606 and **AB 1668** would help implement the Governor's Water Plan as law. Included in this plan, and the pieces of legislation that would enforce it, is language granting power to the State Water Resources Control Board to require long-term efficient water use standards for indoor and outdoor residential use, up to and including quotas on usage. **(Signed by Governor 5/31/18)**

AB 1938 - would prohibit an employer from inquiring about whether a job candidate has children.

AB 2705 - would create a 2 year statute of limitations for claims of non-payment of workers' compensation by contractors.

SB 1272 - would help fight the underground economy. This hurts the pool industry by skirting the laws on taxes, workers' compensation, licensing and more, creating an unfair marketplace in which it is increasingly difficult to compete.

Want an Extra \$150?

It is easy, just attend the next CVIPSSA chapter meeting... If your name is selected, then you win!!! **Karl Johnson** would have won \$150 if he attended the April meeting. Since he didn't, the prize will be \$150 for attending in June.



NEWSLETTER CONTENT

What tips do you have to share??

What problems have you encountered this year?

Did you have a really great picture of an account you would like to share? Safety warnings? Local water news? Pools or equipment for sale? Events?

PLEASE share!

Want to write an article, submit chapter pictures, or have news to share? Please send it to

mike@rivercitypoolcare.com

by the 20th to be included.

Want to help with this or many other volunteer positions?

Contact one of our Board Members or Committee Chairmen today!

SMUD Pool Pump Rebates in 2018

SMUD continues the \$350 rebate on ENERGY STAR variable-speed pool pumps.

SMUD's 2018 application will include a new payment release authorization that will allow the customer to sign over their rebate to the installer.

Questions should be directed to Courtney Payne, Senior Associate, 916-203-9139, courtney.payne@icf.com

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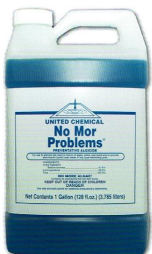
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PENTAIR

DEALER ANNOUNCEMENT

NEWS TO NOTE

Special Mid-Season Instant Rebates on select Pentair® Branded Automatic Pool Cleaners and the Pentair BioShield® UV System with instant, in-store rebates.



REBATE DETAILS

For a limited time, consumers can earn a \$100 instant rebate on their purchase of the Pentair Rebel® or Dorado® Suction-Side Pool Cleaners, a \$30 instant rebate on their purchase of a 'Lil Rebel™ Aboveground Pool Cleaner or a \$100 instant rebate on their purchase of a BioShield UV System.

- Rebate dates: June 8 - July 8, 2018.
- All rebates must be redeemed by Aug 15, 2018.


JUNE 2018



SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6 CVIPSSA Chapter Meeting	7	8	9
10	11	12	13 CVIPSSA Board Meeting	14 	15	16
17 HAPPY FATHER'S Day!	18	19	20	21  IT'S SUMMER!	22	23
24	25	26	27	28	29	30

Santa's Summer Getaway September 14-16!!!

JULY 2018

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4 	5	6	7
8	9	10	11 CVIPSSA Board Meeting	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				



Insurance Membership Education Networking Friendship

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www.facebook.com/CapitalValleyIpssa

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mike@rivercitypoolcare.com

Capital Valley IPSSA Chapter - Board of Directors

<i>Scott Houseman, President</i>	(916) 638-4100	scott@leisuretimepool.com
<i>Jerry Houseman, Vice President</i>	(916) 396-1988	jerry@leisuretimepool.com
<i>Jim Severin, Secretary</i>	(916) 723-4689	deltabreezepoolservice@yahoo.com
<i>Jack Emlay, Treasurer</i>	(530) 644-7750	jjemlay@comcast.net

Other Important Contacts

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<i>Chuck Catilus</i>	<i>Sick Route Chairman</i>	(916) 759-7097	ckpoolservice@surewest.net
<i>Jerry Houseman</i>	<i>Program Chairman</i>	(916) 396-1988	jerry@leisuretimepool.com
<i>Mike Assenza</i>	<i>Newsletter</i>	(916) 837-8525	mike@rivercitypoolcare.com
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<i>Marian Pliczka</i>	<i>Website</i>		service@rosevillepoolservice.com
<i>David Hawes</i>	<i>Region 1 Director</i>	(925) 828-7665	info@hhpools.com
<i>Rose Smoot</i>	<i>IPSSA Corporate</i>	(888) 391-6012	rose@ipssa.com
<i>IPSSA Financial</i>	<i>Cramer & Associates</i>	(888) 391-6012	melody@cramercpa.com
<i>Arrow Insurance</i>		(800) 833-3433	
<i>Carole Dittmer</i>	<i>FPSIE Education Center</i>	(916) 922-8895	carole@fpsie.org
<i>Jennifer Farwell</i>	<i>APSP</i>	(916) 628-9963	jfarwell@apsp.org

Chapter Standing Rules at www.cvipssa.com



Thank you from Capital Valley IPSSA Chapter!

Please get to know our Chapter Supporters

They are here to help you be your best

Chapter Supporters	Contact	Phone	Email
Alpha West Marketing Group	Tim Daugherty	(916) 791-6715	tdougherty@alphawest.com
American Leak Detection	Monte Routon	(916) 331-6443	monte@americanleakdetect.com
AQUASALT, LLC	Ashley Baker	(713) 877-2746	abaker@aquasalt.com
Aztec Solar	Jack Stanger	(916) 853-2700	jack@aztecsolar.com
Blake Sales Associates	Brian Duyanovich	(916) 529-0806	bduyanovich@blakesales.net
Contractors State License Schools	Stephanie Williams-Malik	(888) 330-3346 ext 112	stephaniew@cslscorp.com
Deck-O-Seal	Patrick Raney	(916) 806-8924	praney@wrmeadows.com
Easy Care	Jacqueline Kitchens	(559) 321-3857	jkitchens@easycarewater.com
ELM Distribution	John Kies	(916) 342-0782	john@elmdistribution.com
HASA Chemicals	Dave Shepard	(916) 949-2662	daveshepard@hasapool.com
Hayward Pool Products	Ryan O'Riley	(916) 880-0174	roriley@hayward.com
Leisure Supply	Roger Jones	(916) 614-9500	rejones@kellersupply.com
Natural Chemistry	Pat Smith	(916) 899-0915	psmith@naturalchemistry.com
Paramount Pool & Spa Systems	John Anderson	(925) 595-7516	janderson@1paramount.com
Pentair	Lorne Early	(916) 284-9774	lorne.early@pentair.com
Pentair	Darrin Dillree	(530) 301-1579	Darrin.dillree@pentair.com
Pool Covers, Inc.	Cheryl MacLennan	(800) 662-7665	cmaclennan@poolcoversinc.com
Pool Time	Joe Pagluica	(916) 601-8600	joepooltime@aol.com
PoolRx Worldwide, Inc.	Jordan Bouey	(949) 257-9050	jordan@poolrx.com
SCP, Rancho Cordova	Eron Bennett	(916) 635-7374	4362@scppool.com
SCP, Rocklin	Ernie Weigum	(916) 408-2700	ernest.weigum@poolcorp.com
SCP, Sacramento	Mitch Miles	(916) 257-2669	mitchell.miles@poolcorp.com
Superior Pool Products	Doug Anthony	(916) 416-9344	douglas.anthony@poolcorp.com
Thornburg Enterprises, Inc.	Kirk Wissbaum	(503) 804-9303	Kirk_w@bcsreps.com
Tile Bright Pools & Tile Cleaning	Lynell Davis	(209) 241-7404	tilebrightpools@aol.com
United Chemical Corporation	Jeff Moscoe	(707) 533-5136	J.moscoe@unitedchemicalcorp.com
Valley Leak Detection	Jeff Smith	(916) 532-2162	valleyleakdetection@gmail.com
Waterways	Chuck Stetler	(775) 445-9915	chucks@waterwayplastics.com
Zodiac Pool Systems, Inc.	Nic Benny	(916) 599-4369	nic.benny@zodiac.com

Chapter Supporters that are interested in submitting an article or news, please e-mail info and artwork to mike@rivercitypoolcare.com. The deadline is the 20th of the month for the following months issue.