

## UPCOMING SPEAKERS

MAY  
TABLE TOP

JUNE  
DECK-O-SEAL

JULY  
Dark - No Mtg.

May 5, 2010

Bar-B-Que  
6:00 pm

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## President's Message



With the rain mostly out of the way, it's time to start our season. We have all been waiting on the rain to quit and customers to start wandering around their yards and pools to see what they are going to repair or remodel this season. Customers are starting to call for prices on repairs and remodel work looking for deals. I have found that the customers are getting 4 to 5 bids before making

that final choice on who will do the work. This doesn't mean you have to be the cheapest, you just have to sell them on yourself and your education in the pool industry.

One of the last big education events this spring is our May Table Top. This is a great opportunity to make sure you know what is going on with new products this year. Again, this year we have several classes during the afternoon

before the May Table Top starts. Remember that the May Table Top is not only for our members, but it is open to anyone in the pool industry, so please spread the word to all of your friends and vendors to attend this years event

'Til next time, "Keep It Clear"

Scott Houseman,  
President

# Capital Valley IPSSA Chapter Presents



## **Table Top & Family Bar-B-Que May 5<sup>th</sup>, 2010**

**2:00 to 5:00pm**

**Free Educational Classes**

**Hot dogs, a bounce house, and balloon animals**

**6:00 pm to 8:00 pm**

**Table Top Dinner and Vender Demonstration**

*Tabletop displays with new products that can make you more marketable and profitable!!*

**Free classes starting at 2:00 Featuring:**

- **Easy Care. \_\_\_2 pm\_\_\_.**
- **Pentair. \_\_\_3 pm\_\_\_.**
- **Advantis Technologies - Mark Rieken. \_\_\_4 pm\_\_\_.**
- **Hayward. \_\_\_5 pm\_\_\_.**

*If you're not a member and are interested in learning more about the IPSSA organization please join us!*

**Everyone Welcome!**

**Any questions please call  
Karam Singh (916) 952-3408**

**Location: VFW Hall 8890 Kruthof Way Fair Oaks, Ca 95628**

## Raffle Prizes

One of the biggest attractions at the May Table Top is the Raffle at the end of the night. To donate a Raffle Prize to the Chapter please contact Jerry or Scott Houseman @ 916-638-4100.



## Tired of Chasing Down Delinquent Customer? More than \$209,000 collected for IPSSA members through Transworld/Green Flag program

**By Tony Arsneault.**

*Tony Arsneault is IPSSA's contact with the Transworld Systems Greenflag Profit Recovery program. He can be reached at [anthony.arsneault@transworldsystems.com](mailto:anthony.arsneault@transworldsystems.com). You can sign up for the Transworld/Greenflag program by downloading forms from the members-only page of [www.ipssa.com](http://www.ipssa.com).*

As of April 1, 2010, IPSSA members have recovered more than \$209,000 in delinquent accounts through the Transworld/Green Flag profit recovery program. 408 members have signed up for the service. However, only 301 members have actually submitted accounts. This means that only 10.8% of the total members are taking advantage of this benefit.

Imagine what the above numbers will look like as we increase the usage rate. For more information on how you can take advantage of this member benefit, go to the Members Only page of [www.ipssa.com](http://www.ipssa.com).

# Insurance Membership Education Networking Friendship



Newsletters are also going to be sent out via e-mail! If you do not receive a newsletter via e-mail its because the IPSSA financial office does not have your e-mail address. Please e-mail me at [jneronde@yahoo.com](mailto:jneronde@yahoo.com) and I will be sure to add you to the list.

## Capital Valley IPSSA Chapter

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## Capital Valley IPSSA Chapter Board of Directors

### *Scott Houseman, President*

(916) 638-4100  
[scott@leisuretimepool.com](mailto:scott@leisuretimepool.com)

### *Larry Hughes, Vice President*

(916) 715-4688  
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### *Jerry Houseman, Secretary*

(916) 638-4100  
[jerry@leisuretimepool.com](mailto:jerry@leisuretimepool.com)

### *Jack Emlay, Treasurer*

(530) 644-7750

### Other Important Contacts

### *David Durkin-Region 1 Director*

(925) 757-1311

### *IPSSA Corporate Offices*

Vicki Lester  
(888) 360-9505 [www.ipssa.com](http://www.ipssa.com)

### *IPSSA Financial Offices*

Cramer & Associates  
(888)391-6012

[clint@cramercpa.com](mailto:clint@cramercpa.com)

### *Jim Severin, Membership*

(916) 723-4689

### *Rob & Stephanie Casebolt, Sick Route*

(916) 425-5299  
[clearwaterpools@surewest.net](mailto:clearwaterpools@surewest.net)

### *Gregg Simon, Safety Chair*

(916) 879-6923

### *Jerry Houseman, Program Chair*

(916) 638-4100

### *Jennifer Neronde, Newsletter*

(916)225-2196

## Please Patronize Our Chapter Supporters

Adams Pool Specialties.....	Michael Keller .....	(916) 825-0043
Advantis Technologies.....	Mark Rieken .....	(888) 452-7678
American Leak Detection .....	Monte Routon .....	(916) 331-6443
Aztec Solar.....	Jonathan Gemma.....	(916) 853-2700
Chem Quip.....	Carl Davis.....	(916) 923-5091
Chem Quip.....	Mitch Miles.....	(916) 779-4051
Classic Pool Finishing.....	Stephen Beveridge.....	(916) 797-0110
Commercial Pool Systems, Inc. ....	Steve Dunn.....	(925) 788-7665
Contractors State License Services .....	Mary Birch.....	(916) 363-2784
Deck-O-Seal.....	Patrick Raney.....	(916) 806-8924
Easy Care Products.....	Brian Rezae.....	(800) 289-7660
General Pool Supply .....	Chuck Schoch, Jr.....	(916) 919-2541
HASA Chemicals.....	Gabe Talese.....	(650) 243-1962
Hayward Pool Products.....	John Adams Handy.....	(800) 663-3355
Jandy/Polaris/Zodiac.....	Aaron Young.....	(916) 826-1787
Leak Detectives.....	Gary Gallion .....	(916) 224-1570
Leisure Supply Company.....	Tristen Traynor.....	(916) 614-9500
Paramount Pool & Spa Systems.....	John Andersen.....	(925) 595-7516
Pentair/Sta-Rite.....	Lorne Early.....	(916) 284-9774
Pool Covers, Inc.....	Cheryl MacLennan.....	(800) 662-7665
Pool RX.....	Gregg Sample .....	(530) 409-7665
Pre-Paid Legal Services .....	Brent Fiddy.....	(916) 532-6984
Raypak.....	Mike Miller.....	(916) 715-3470
Sales Link .....	Chuck Stetler.....	(775) 884-1598
SCP, Rancho Cordova.....	Eron Bennett.....	(916) 635-7374
SCP, Rocklin.....	Ernie Weigum.....	(916) 408-2700
Spring Board Pool Route Brokers, Inc. .	Cory Mouillesseaux .....	(888) 998-7665
Suntrek Solar.....	Kristen MacDowell .....	(209) 366-1977
The Water Hammer.....	Robert Munoz.....	(888) 835-8990
Vac Alert.....	.....	(800) 374-7405
Valley Leak Detection.....	Jeff Smith.....	(916) 863-7362

If you are a Chapter Supporter and are interested in submitting monthly articles, or news, please e-mail info and artwork to Jennifer Neronde at [jneronde@yahoo.com](mailto:jneronde@yahoo.com). The deadline is the 15th of the month for the following months issue. Thank you.