

Water Watcher

MARCH 2013



March 6, 2013
8990 Kruitof Way,
Fair Oaks, 95628

Dinner
6:30 pm
Meeting
7:00 to 9:00 pm

UPCOMING
SPEAKERS

March
Pentair - Perfect
Attendance

April
Hayward

May
Table Top

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President's Message



IMPORTANT PLEASE
READ THE FOLLOWING...

The May Table Top date has been moved to the first Wednesday in May. The date is now Wednesday May 1st not Friday the 3rd. The decision was made to move it back because there was not enough time to work with chapter supporters and vendors on the new date change. We are hoping by next year to work with everyone to move the date and time to work better for our chapter member's wishes, to not have it on a school night or a busy work day. Please let us know if you have any feedback. We are looking to improve the attendance, time for classes and the event itself. We are also interested in bringing other chapters into this event for participation that will benefit all of us. Last year was a great success, and this year will be too. I look forward to seeing everybody there.

The next important item to discuss is our coverage by arrow insurance and the importance of being a member of IPSSA. At the 2013 IPSSA Leadership Conference, Ray Arouesty, President of Arrow Insurance Services Inc. discussed several things. I just want to mention a few of the important items he discussed. Why being apart of IPSSA and continuing to use Arrow Insurance instead of the alterna-

tives.

- \$1,000,000 per claim with other options of \$2,000,000 and \$3,000,000 in coverage available too.
- Pollution coverage/ Haz-Mat we have. This is excluded with other groups. Great example, the Hooters Casino Resort in Las Vegas had the Rola-Chem failure that resulted in personal injury, this ended with that insurance company refusing to pay for damages due to their exclusion citing that chlorine is a toxic substance. Our insurance would have covered this.
- Accident Medical Coverage \$5,000 for injury to any regular member, excludes employees. Any injury on your customer's property, dog bites, falls, chemical injury, etc. Even if you have no medical insurance this pays the deductible if personal medical insurance applies. The deductible would be paid. Not available anywhere else.
- Up to \$3,000,000 in coverage per member separately. The other groups share one limit with all members.
- Pool Inspection Coverage. Covers you for your opinion regarding pools and equipment. No where else is this available.
- Pools that pop out of the ground due to draining are covered.
- Mold clean up is covered. This is coverage that extends beyond covered water loss claims. Nobody covers this.
- Faulty workmanship, damage to plaster, tile, or equipment. We are covered. Can't find this anywhere else.
- Lost keys/ Re-keying expense. Nobody has this but we do.
- Life insurance coverage \$50,000 includes illness and accident. Nobody has this.

Ray is constantly working to make our organization better. He started the scholarship program to further education in our field to include any member to get as much education as they need to better themselves and their business. He is also working to improve protect and add more coverage all the time. We need to help. The best way to help is Loss control. Read the claims reports to learn

**PIZZA PROVIDED BY
MONTE ROUNTON
OF
AMERICAN LEAK
DETECTION**



rom mistakes of others. I have this report if anyone would like a copy. Help out the new guys. Make sure to mentor them and help them to make better decisions about what not to do. If you're the new guy please don't be afraid to ask for help. Any one on our board has the experience and can point you to others with the same abilities to help. Giving help and asking for help can not only save our organization from having claims but can save lives. There was a member death in 2009 from opening a filter under pressure that resulted in the lid blowing off and causing the subsequent death. This could have been avoided by making sure the equipment was shut off and opening the air relief on the filter prior to opening the filter. Sharing this knowledge with a new guy could save them. Please do what you can to help.

Our chapter offers Sick Route coverage, which has been a benefit to several of our members over the past several years. Thank you for everyone's participation in this program. There is no other industry or organization that does this.

Capital Valley IPSSA is the biggest chapter in the region and we get the attention from our chapter supporters for this reason. We have to do what we can to continue being a dominate chapter. Please take advantage of the \$50 referral program and bring in some new members to share in all that Capital Valley IPSSA has to offer.

Chapter events, such as The May Table Top, The Santa Summer Getaway, and the Annual Christmas Party. These are events that help us network and build relationships with our chapter supporters. Please sponsor your chapter by attending these events; it will benefit you or your business to make to all of these events.

IPSSA meetings make great forums for notifying members of changes to laws, codes, regulations as well as current events and updates with manufacturers, suppliers and other chapter supporters. This is the best way to stay on top of news in our industry and trends that can affect your business. Please make sure to make it

to every meeting. Not to mention the raffle prizes from our chapter supporters are pretty great too.

Monte from American Leak Detection provides pizza from Round Table Pizza for most of our meetings. Thank you so much Monte we really appreciate it.

Pentair will be hosting this months meeting. They will be providing food giving information packed presentation, as well as giving out the perfect attendance awards. So if you are one of our perfect attendance recipients please be in attendance, you will be surprised at what Pentair is giving out.

We are looking for a new Region One Director, any IPSSA member not already holding an officer position in any chapter is eligible to be nominated. If you like to travel and would like to volunteer for a great and prestigious leadership position this is just for you. Please let me know if you would like to be nominated. On the second Tuesday in April we will be meeting and voting on a new Regional Director at Sudwerks restaurant in Davis.

The meeting in April will be hosted by John Adams Handy and Hayward Pool Products. Don't forget about the May Table top Wednesday May 1st, it will count as a meeting for our chapter. We are also looking for volunteers to help with this event. Please call me or sign up at our chapter meetings this month and the next.

Larry Hughes is back from Sick Route. Welcome back Larry, were glad your better. Thank you very much to everyone for their help on Larry's pools. The care taken on his customers' pools was excellent. There were almost no issues. Good job.

Please don't forget to start checking your chlorine stabilizer levels and the rest of your pool chemistry on all your customer's pools this month. This month is the start of the swimming season and most of us start spring conditioning between now and April. Make sure to charge accordingly to cover your costs for the season. Some companies charge one flat fee or charge by the pound or scoop. Don't be afraid to ask other

members for advice on how to go about spring conditioning. Good Luck. Make sure that chemistry is perfect, more and more customers' double check their service guys work to make sure their getting their monies worth.

Congratulations you made it through the longest Presidents letter ever. Thanks for reading it all the way through. The information you just read has changed your life and has left you better off than you were. We are all in for a great swim season that will be fantastic, positive, and lucrative the whole way through. Be ready for a busy season. Hope to see everyone at this month's chapter meeting. Enjoy the weather.

“Keep up the good work”

Sincerely, Gregg Simon
President
(916)879-6923
Gregg@pollywogpools.com

~Classified Section~

This section is for members who would like to advertise the selling or buying of their pools, looking for sub-contractors, selling pool related stuff, buying pool related stuff, etc...(send an email to jneronde@yahoo.com to include your classified ad)

VAC-ALERT FOR SALE

The chapter has a VA-2000L we need to convert to cash.
Wholesale is \$499.00. We are asking \$400.00.
Contact Jack Emlay, 530-644-7750,
JJEMPLAY@COMCAST.NET.

Sick Route Corner

Congratulations! All Sick Route Summary Cards have been turned in.

Larry is back from Sick Route and appreciates all your hard work!



Poolman's 2013 Fishing Derby Registration Information

EVENT DETAILS

Dates: Friday, March 22 to Sunday, March 24, 2013

Place: [Collins Lake, Browns Valley, CA. Map and specifics available at www.collinslake.com](http://www.collinslake.com)

Arrival Time: No Earlier than 1 PM Friday March 22

Departure Time: Checkout is at NOON on Sunday March 24

A Pool/Spa Industry Event: There must be at least one person in your group that is affiliated with the swimming pool/spa industry. All attendees participating in the Fishing Derby are required to pay the appropriate fees. Parental supervision is required for all children attending.

ALL reservations for the event will be handled by the Derby Committee
YOU SHOULD NOT CONTACT THE LAKE DIRECTLY - YOU WILL PAY HIGHER FEES!

ATTENDEE'S DETAILS

Company	_____	Primary	_____
Name:	_____	Contact	_____
Mailing	_____		
Address:	_____	City	_____ Zip _____
Phone:	_____	Fax	_____
E-Mail	_____	Total	_____
		Attending	_____

1-Free Commemorative T-Shirt is available for each person attending.

List Quantity Small _____ Med _____ LG _____ XL _____ 2XL _____ 3XL _____

Space is limited! Please submit your completed Registration Application as soon as possible!

Contact Information:

The Poolman's Fishing Derby Committee

Chris Ballard 909.816.7007 or Rick Sawageau 925.478.0917

Voicemail - 530-350-7659 - FAX - 916-496-9100 - E-mail - thepoolmansfishingderby@yahoo.com

Mailing Address - P.O. Box 7861, Auburn, CA 95603

Registration Deadline is: Friday, March 15th

Schedule Fee Form must be attached to this form and submitted at the same time

Insurance Membership Education Networking Friendship



Newsletters are being 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 and I will be sure to add you to the list.

Capital Valley IPSSA Chapter

Jennifer Neronde
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Capital Valley IPSSA Chapter Board of Directors

Gregg Simon, President

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gregg@pollywogpools.com

Larry Hughes, Vice President

(916) 715-4688
Larryspoolsvc@yahoo.com

Jim Severin, Secretary

(916) 723-4689

Jack Emlay, Treasurer

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Other Important Contacts

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(925) 757-1311

IPSSA Corporate Offices

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(916) 521-7168

Karl Eggers

Sick Route Chair

(916) 521-7168

karl@deepbluepool.com

Karam Singh, Safety Chair

(916) 952-3408

George Stevenson, Program Chair

(916) 863-1700

Jennifer Neronde, Newsletter

(916)225-2196

Please Patronize Our Chapter Supporters

Adams Pool Specialties	Jason Ladd	(916) 416-4345
American Leak Detection.....	Monte Routon	(916) 331-6443
AQUASALT, LLC.....	Susan Flowers	(866) 549-7665
Aztec Solar	Jonathan Gemma.....	(916) 853-2700
Blake Sales	Ron Eger	(360) 970-3233
Bullseye Leak Detection	Daniel Spatz	(916) 216-7566
Contractors State License Services.....	Mary Birch.....	(818) 458-7842
Deck-O-Seal.....	Patrick Raney	(916) 806-8924
General Pool Supply.....	Jennifer Wilson.....	(800) 722-7946
HASA Chemicals	Rick Sauvageau.....	(925) 478-0917
Hayward Pool Products	John Adams Handy	(800) 663-3355
Jandy/Polaris/Zodiac	Jade Nicol	(916) 826-1787
Leisure Supply Company	Tristen Traynor	(916) 614-9500
Natural Chemistry	Pat Smith.....	(707) 775-5517
Orenda Technologies.....	Patrick Storm	(916) 690-6894
Pentair	Lorne Early	(916) 284-9774
Pool Covers, Inc.	Cheryl MacLennan.....	(800) 662-7665
Premier Pool & Spa.....	Louie Nava.....	(916) 346-0595
Raypak	Rick Witt.....	(916) 715-3470
Recreation Sales	Kirk Wissbaum	(503) 804-9303
Sales Link.....	Chuck Stetler.....	(775) 445-9915
SCP, Rancho Cordova.....	Eron Bennett	(916) 635-7374
SCP, Rocklin	Ernie Weigum	(916) 408-2700
Valley Leak Detection.....	Jeff Smith	(916) 863-7362
Zodiac Pool Systems, Inc.	Nick Woodson	(925) 357-7731

Chapter Supporters if your name is not on this list and you believe it should be please contact our program chairman George Stevenson (916) 863-1700.

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. The deadline is the **20th** of the month for the following months issue. Thank you.

