

Water Watcher

FEBRUARY 2014

Mark your calendars!

MEETINGS:

Members **must** make a February or March meeting.

February 5th, 2014
8990 Kruitof Way, Fair Oaks, 95628

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

UPCOMING:

March 5th, 2014 Pentair

April 2nd, 2014 Hayward

Friday May 2nd, 2014
May Table Top and BBQ



Inside this issue:

Presidents Message	1-4
Note to Chapter Supporters	4
Sick Route	5
Editor Letter	5
Poolmans Fishing Derby	6
Chapter Important Numbers	7
Chapter Supporter Contact List	8

President's Message

State of Emergency declared by Governor Brown for Draught conditions in California for 2013-2014. We have not seen draught conditions like this since 1977. If we go much longer with out enough rain we could soon have drought conditions that exceed records of 100 to 200 years or longer. We are in a crisis. There are so many ways this will affect our personal and business lives. We all need to pay very close attention to how this is perceived and portrayed by the media. There will be a lot of negative attention by the uninformed media on our industry. I personally have been following all of this very closely even before it was at an emergency level. County and city building departments all over the state have already been putting a stop to issuing permits for new pool construction and remodeling. Water districts are also sending fines to customers for over usage of water, with fines exceeding \$150 to \$1000. The water districts will also be putting up moratoriums and water rationing if conditions don't improve.

The media is pushing for people to report the homeowners and business owners for over watering their lawns and to contact them for news coverage of these offenders. This is especially troubling because this pits neighbor against neighbor. Granted they should be trying to conserve, and not waste so much but wouldn't a friendly note on the door be better. Swimming pools are being viewed by the uneducated as water wasters. This could be further for the truth. An uncovered pool with no shade still uses thousands of gallons less in water per year than a lawn of the same surface area as the pool and the decking. Pool owners will be viewed as having something only the rich can afford, and will be considered the glutens of water wasters. Pool owners will start requesting their pools be demolished, filled in and replaced, with what, lawns and landscaping? Media coverage of these extreme actions will take place all over the state and country. Texas is in the same boat we are.

We can help the public, and pool owners understand the truth. That a toilet or faucet leaking for a period of 24 hours can keep an evaporating pool full for a month. We can save our pool customers water just by installing bubble type pool covers, Solar Sun Rings or even by adding water saving chemicals like the solar pill, solar fish or other similar products.

We have a powerhouse in the fight to protect our industry from accusations and shut downs brought on by the poorly informed government and media. Formerly known as SPEC now CPSA. CPSA is currently raising funds to run ads and fight state and local governments unfairly targeting the swimming pool

industry for water issues. We all need to help where we can. CPSA needs funds raised to continue fighting for our industry. Please donate what you can. Please make sure to spread the word that swimming pools are not the problem, leaking irrigation, house hold water fixtures, lawns and landscaping wastes so much more water.

This draught will affect how you deal with your water chemistry this season. You will have far more algae problems than you have ever seen. The problems will arise from the lack of rain. With out rain we don't dilute out the bad unwanted chemicals in our pools. I come from Southern California were due to the lack of rain we would have to drain pools and refill them every 2.5 to 5 years to keep up the quality of our water chemistry. They will find a lot more water restrictions down there soon enough that will prevent this from happening. So what this means is a different approach for all of us. Nitrate levels, conditioner levels, metals and total dissolved solids will be high. You should test these now. You may try draining your pools partially for now and adding fresh tap water before to many restrictions come into play. But more than likely we will have to just use more creative chemicals. We can remove phosphates, brush pools and use algaecides to prevent algae growth. But, how about using enzymes, metal removers and mineral packs like Pool Rx units? All of these are great. The best thing, is keeping filters cleaned on a very regular bases, and making sure filter media such as cartridges aren't too old. Don't skip filter cleanings. There is a life span for all of these filter media products, when in doubt check manufacturer's recommendations. It is going to be very important to be very proactive to stay on top of problems before they exist. Your problem pools last year will be the pools that will give the first signs of problems this year. Keep your eyes open and be ready this will be a challenging year. Communication with your customers this year will make you or break you. Be honest with them and let them know what is going on and what to expect. Good Luck!!!

Insurance and Membership

The next important item to discuss is our coverage by Arrow Insurance and the importance of being a member of IPSSA. At the 2014 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.

Being apart of IPSSA and using Arrow Insurance vs the alternatives:

- ◆ \$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 it! 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 that can max out.*
- ◆ Pool Inspection Coverage. *Covers you for your opinion regarding pools and equipment. No where else is this available. Extended coverage available beyond the limits of this policy.*
- ◆ 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.*

There are more benefits I didn't list, please refer to the new website.

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. If you ever need cover-

age for anything extending beyond the coverage limits we have, such as remodeling pools, construction, inspections etc. Arrow Insurance can help you with that. Arrow Insurance has a new website just launched a few days ago. It is www.arrowinsuranceservice.com. It is a great tool for downloading forms and looking for insurance information and getting a hold of your certificates of insurance. It also makes it easier to find and contact Ray at events.

Be a Mentor

We need to help preserve our insurance and IPSSA. The best way to help is Loss Control. Read the claims reports to learn from mistakes of others. I have this report if anyone would like a copy. Help out the new members. Make sure to mentor them and help them to make better decisions about what not to do. If you're new 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 and your business 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 member could save them. Please do what you can to help. Our Chapter also offers a **\$50 referral program** when you bring in a new member to share in all that Capital Valley IPSSA has to offer.

Sick Route Coverage

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. We are special!

Monthly Meetings and Events

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 support your chapter by attending these events; it will benefit you and 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.

Free chapter meeting meals provided by hosting Chapter Supporters. 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.

This meeting February Wednesday the 5th will be host to the California Highway Patrol. We will have an informative evening on vehicle safety, road safety, and laws we may not all know about that effect our safe operation of our businesses.

Pentair will be hosting the March meeting. They will be providing dinner and giving an 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. This meeting is also your last chance to get your qualifying meeting in for this quarter.

The meeting in April will be hosted by John Adams Handy and Hayward Pool Products. Don't miss this meeting John always brings great information about Hayward's products that includes new product information and ed-

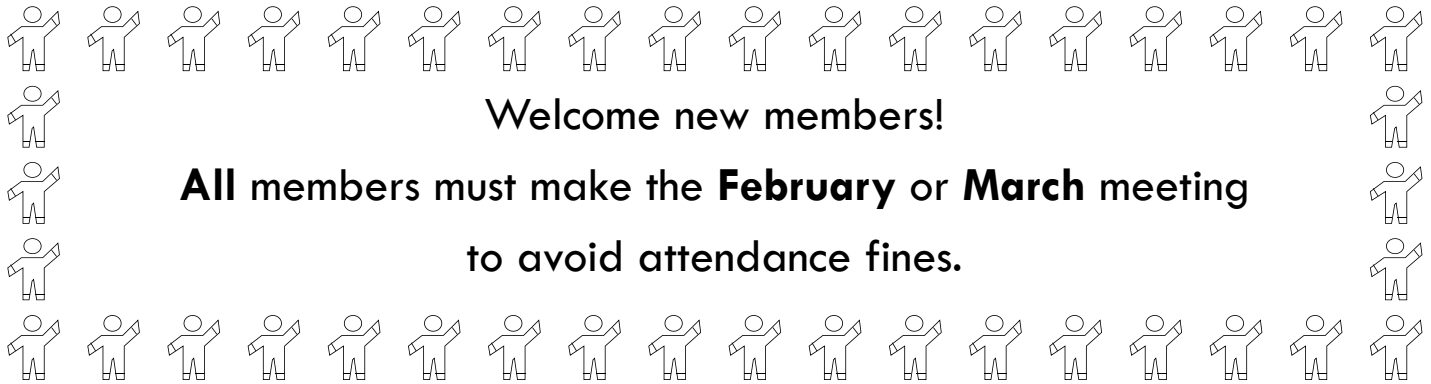
ucation on the use of their products.

Mark your calendars for the **May Table Top Friday May 2nd, 2014** it will count as a meeting for our chapter. We are also looking for volunteers to help with this event. Please contact Jillian Simon or sign up at our chapter meetings this month and the next.

CVIPSSA and IPSSA are improving their websites. Look for big changes to happen over this year. CVIPSSA is also bringing back the Resource Manual please look for the information to sign up for this to be coming from Mike Assenza via your email. The Resource Manual is how many of us showcase the special services we provide that other members may not provide or know how to do. We need this manual to help keep our customers happy by only sending Insured IPSSA members into their yards to complete the service or work hired for. This is time sensitive and if you want to be a part of this valuable useful tool please fill out the application and send back to Mike Assenza ASAP. Thank you so much.

“Keep up the good work”

Sincerely,
Gregg Simon
President Capital Valley IPSSA Chapter
(916)879-6923
Gregg@pollywogpools.com



Welcome new members!

All members must make the February or March meeting to avoid attendance fines.

Attention Chapter Supporters:

Larry Hughes is Capital Valley IPSSA Chapters new Program Chairman.

He is looking forward to working with you this year. You should have received a Chapter Supporter Application in January. Thank you if you have already returned it! Your Chapter Supporter Applications are due now. All payments are due no later than March 1st.

Thank you again for your support in making Capital Valley IPSSA Chapter the BEST!

Larry Hughes
Program Chairman
(916)715-4688

Meeting
Wednesday February 5th

CHP Demonstration

Pizza generously donated by

Monte Routon of
American Leak Detection



Sick Route:

It is imperative that each member completes the summary card (CVI 1: Summary Card). The due date was January 31, 2014. The card must be completed even if you do not have a regular route. If you decide that you don't have time, don't want to do it, will do it later, don't really need sick route coverage, or for any other reason do not return this card please keep in mind:

Ø **On February 1, 2014 a fine of \$100** will be levied against any member who has not completed and returned the card by that date.

Ø **On March 1, 2014 an additional fine of \$200** will be levied against any member who has not completed and returned the card by that date.

Ø **On April 1, 2014 an additional fine of \$300** will be levied against any member who has not completed and returned the card by that date.

Ø If you don't fill out and return this card, you will NOT have sick route coverage for your pools.

Ø If you don't fill out and return this card, you can be assigned to sick route coverage ANYWHERE in the coverage area, regardless of where or if you have pools.

Ø Those who do not fill out and return the cards will be at the top of the list for coverage of sick route pools.

Ø If you do not fill out and return the card, you are eligible for expulsion from Capital Valley IPSSA.

If you have any questions please contact Karl Eggers Sick Route Chairman 916-521-7168

~Classified Section~

WANTED: FOR SALE:

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... (contactus@pollywogpools.com to submit your classified ad)

Letter from the Editor:

The season is once again starting early. This year we face many more challenges. The lack of water is going to change the way we do business this year. It will be more important than ever to keep customers informed on water usage, repairing leaks, and energy efficiency (I believe the drought will also effect our power grid this summer). It is important to stress how valuable we are as swimming pool professional and how we save our customer an incredible amount of time and money with these matters. I believe having your customers trust you is more important than anything.

As I sit here in Anaheim at our IPSSA annual Leadership conference, I realize how amazing this organization is. There are very few ways for independent small businesses of our kind to stay ahead of the ball. Being part of IPSSA has helped myself and many others keep up with all important legislative laws, technologies, and business practices. In this time we now live in with the laws and regulations it is hard to have an outlet to voice opinions on laws and taxes on our industry. CPSPA - California Pool and Spa Association (formally SPEC) is here to help us as a necessary part of keeping our industry protected.

This year I am looking forward to working with member volunteers and chapter supporters to make this years events successful. The Table -Top and BBQ in May is coming up and will be here before we know it. This year the event will be on FRIDAY May 2, 2014. We plan to have educational opportunities to offer during that day with the Table-top BBQ to follow. If you would like to help in any way please contact me at contactus@pollywogpools or 916-952-3750.

Chapter supporters:

Please send in your Chapter supporter dues prior to March 1, 2014.

If you would like to offer a class or demonstration at our May Table-Top please contact me for space and time availabilities. First come first serve. Please contact myself or Larry Hughes to add tables for the May Table-top. One table is provided with your chapter supporter dues. There will also be other sponsorship opportunities available for our May event.

Thank you!
Jillian Simon
Capital Valley IPSSA Chapter
Newsletter and Table-Top BBQ

Have information to include?

Please send it to

contactus@pollywogpools.com

by the 20th to be included next month.

We are always looking for industry news, event, stories, and pictures.

Want to help with this or many other
volunteer positions?

Contact one of our board members today!

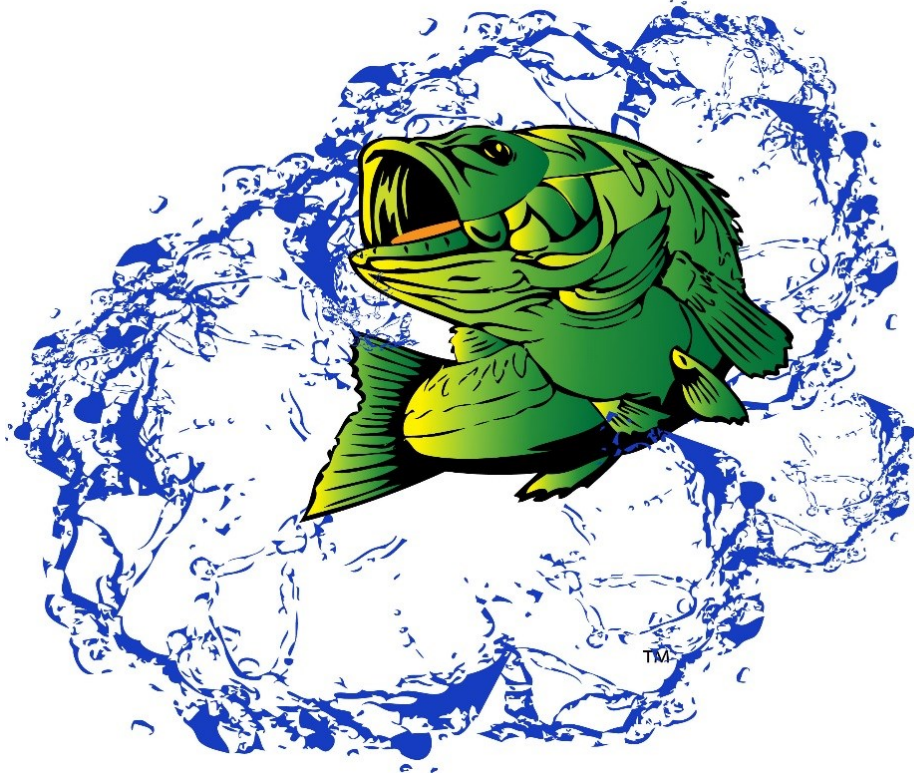
HERE IT COMES!!

The 9th Annual

Poolman's Fishing Derby

Family - Fishing - Food - Fun

Collins Lake, California Carpe Diem/Carpe Piscis



Collins Lake

March 28-30, 2014

Now You Can Register @

www.thepoolmansfishingderby.com

See Ya At The Derby!!

Capital Valley IPSSA Chapter



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 contactus@pollywogpools.com to be added to the list.

www.cvipssa.com

www.facebook.com/CapitalValleyIpssa

Newsletter Editor:

Jillian Simon

Phone: 916-952-3750

contactus@pollywogpools.com

Capital Valley IPSSA Chapter - Board of Directors

<i>Gregg Simon, President</i>	(916) 879-6923	gregg@pollywogpools.com
<i>Richard Lynch, Vice President</i>	(916) 257-7982	judi.rich@gmail.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

<i>Linda Eggers</i> Membership	(916) 521-7168	linda@deepbluepool.com
<i>Karl Eggers</i> Sick Route Chair	(916) 521-7168	k.eggers61@yahoo.com
<i>Larry Hughes</i> Program & Safety Chair	(916) 715-4688	Larryspoolsvc@yahoo.com
<i>Jillian Simon</i> Newsletter & May Table-Top BBQ	(916) 952-3750	contactus@pollywogpools.com
<i>Region 1 Director</i> Brian Duncan	(510) 325-9863	brian@pppsinc.com
<i>IPSSA Corporate</i> Amy Nijjar	(888) 360-9505	anijjar@ipssa.com
<i>IPSSA Financial</i> Sue Neronde Cramer & Associates	(888) 391-6012	sue@cramercpa.com



Thank you from Capital Valley IPSSA Chapter!

Please Patronize Our Chapter Supporters

They are here to help you be your best!

Chapter Supporters	Contact	Phone	Email
Alpha West	Tim Daugherty	(916) 791-6715	tdougherty@alphawest.com
Adams Pool Specialties	Jason Ladd	(916) 416-4345	jladd@adamspoolsac.com
American Leak Detection	Monte Routon	(916) 331-6443	monte@surewest.net
AQUASALT, LLC	Susan Flowers	(239) 313-9094	sflowers@aquasalt.com
Aztec Solar	Ron Brandt	(916) 853-2700	ron@aztecsolar.com
Blake Sales	Ron Eger	(360) 970-3233	r.eger@blakesales.net
Bullseye Leak Detection	Daniel Spatz	(916) 216-7566	info@bullseyeleak.com
Chem-Quip	Mitch Miles	(916) 923-5091	mitch@chemquip.com
Contractors State License Svc	Mary Birch	(818) 458-7842	maryb@cslscorp.com
Deck-O-Seal	Patrick Raney	(916) 806-8924	praney@wrmeadows.com
Easy Care	Rosemarie Arenas	(559) 974-8252	arenas@easycarewater.com
General Pool Supply	Doug Anthony	(916)416-9344	douglas.anthony@poolcorp.com
HASA Chemicals	Dave Shepard	(916) 949-2662	daveshepard@hasapool.com
Hayward Pool Products	John Adams Handy	(800) 663-3355	jhandy@haywardnet.com
Natural Chemistry	Pat Smith	(916) 899-0915	psmith@naturalchemistry.com
Paramount	John Anderson	(925) 595-7516	janderson@1paramount.com updated
Pentair	Lorne Early	(916) 284-9774	lorne.early@pentairwater.com
Pool Covers, Inc.	Cheryl MacLennan	(800) 662-7665	cmacclennan@poolcoversinc.com
Poolmaster	Andrea Bernard	(916) 223-2018	abernard@poolmaster.com
Premier Pool & Spa	Louie Nava	(916) 346-0595	lnava@gmail.com
Raypak	Rick Witt	(916) 715-3470	rwitt@raypak.com updated
Recreation Sales	Kirk Wissbaum	(503) 804-9303	kirk_w@bcsreps.com
Sales Link	Chuck Stetler	(775) 445-9915	charles@saleslinkinc.com
SCP, Rancho Cordova	Eron Bennett	(916) 635-7374	4362@scppool.com
SCP, Rocklin	Ernie Weigum	(916) 408-2700	ernest.weigum@poolcorp.com
Valley Leak Detection	Jeff Smith	(916) 532-2162	valleyleakdetection@gmail.com
Zodiac Pool Systems, Inc.	Nic Benny	(916) 599-4369	nic.benny@zsodiac.com