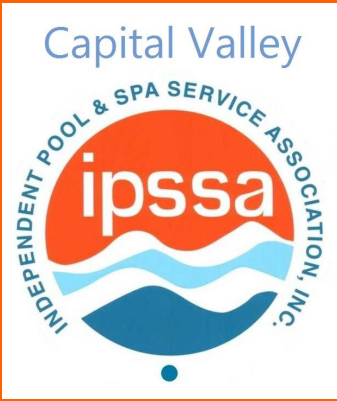


# Water Watcher

JANUARY 2016



**Mark your calendar!**

### Next Chapter Meeting:

**January 6th 2016**  
VFW Hall  
8990 Kruitof Way  
Fair Oaks, 95628

### Upcoming Meetings & Events:

**February 3, 2016**

**March 2, 2016**

**April 6, 2016**

**May 4, 2016**  
**MAY TABLE-TOP BBQ**

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## Presidents Message

Happy New Year to all of our members and chapter supporters! Big thanks to our past Board of Directors! Greg Simon, Richard Lynch, Jack Emlay, and Jim Severin They have done an outstanding job serving our chapter and making Capital Valley Ipssa a great chapter! I would also like to thank all the dedication of our committee members, Chuck Catius, Larry Hughes, Jillian Simon, George & Shaleen Stevenson, and Marian Pliczka. The success of Capital Valley is due to all of you with all of our Great Chapter Supporters! I can't thank you all enough for your dedication and support! The Christmas party was great success! Thank you Richard & Judi Lynch for organizing and running the event! If you missed it make sure to make a point to attend it this year! We are currently making plans for 2016 Christmas Party and we would like any suggestions you may have for us to improve on or location changes. Feel free to email me at any time regarding this event, suggestions, concerns, or issues you may have. [Scott@leisuretimepool.com](mailto:Scott@leisuretimepool.com).

Make sure to attend the February Meeting! This meeting will be different. Past meetings have been geared more towards the pool industry issues, equipment, parts, and new products. All of these are import to us, but sometimes we get so busy with these items we miss the business side. The February meeting we will be discussing ideas like margins vs. percent markup, How to increase service revenue. How to budget a business effectively based on hard facts with income and expenses. How important is the profit and loss statement and how to use it effectively. Tips to make your business easier to manage and run smoothly with the little things. How we can fight the Internet and how to set us apart from that game with the homeowners, I have ideas that have worked in the past that may help your company, make a point to attend and bring your ideas too, this will be an open discussion for all our members to learn from.

'Til next time, keep it clear.

Scott Houseman  
President  
[Scott@leisuretimepool.com](mailto:Scott@leisuretimepool.com)



## Capital Valley IPSSA

Meeting  
Wednesday  
**January 6th, 2016**  
6:30pm Dinner  
7:30 Meeting

Featuring  
**Pat Smith**  
**Natural Chemistry**

Wear your **Santa's Summer Get-Away Shirt**  
to enter the drawing for tickets to  
this years event!!

## Educational Opportunities:

**Hayward Training**  
**January 14, 2016 at FPSIE**

**FPSIE** has a lot of great information and classes. CPO classes, SMUD and PG&E rebate, Title 22 requirements, online courses and much more. [www.fpsie.org](http://www.fpsie.org)

## Membership

**January** is the **first meeting** of the **1st quarter**. You must make at minimum 1 meeting per quarter to avoid fines.

**\$50 referral** for bringing in a new member to Capital Valley IPSSA.

**Perfect Attendance Awards** for making all meetings during the year.

For more information please contact:  
Mike Assenza  
Membership Chairman  
(916) 860-7115  
[mike@rivercitypoolcare.com](mailto:mike@rivercitypoolcare.com)

# Thank You!

**Richard and Judy Lynch for  
planning our Christmas Party!!  
Thank you Jack Emlay!!**

## Thank You Volunteers!!

It takes a lot of people to put on the events you enjoy and the meetings you attend, and the organization to keep it all going. There is much unseen work that goes into making this chapter what it is. Please take a moment the next time you run into a volunteer to thank them for helping create a better world for Pool Professionals!!

## - Classifieds -

### 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...

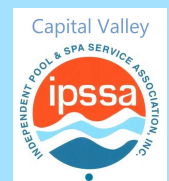
([contactus@pollywogpools.com](mailto:contactus@pollywogpools.com) to submit your  
Free classified ad)

## SICK ROUTE

**Thank you for your support!  
Thank you for all your hard  
work through the**

Look for Sick Route Cards! Due in January.

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



# JANUARY 2016

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

# FEBRUARY 2016

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

## Capital Valley IPSSA Chapter



**Newsletter Editor:**

**Jillian Simon**

**Phone: 916-952-3750**

**[contactus@pollywogpools.com](mailto:contactus@pollywogpools.com)**

**Insurance Membership Education Networking Friendship**

Newsletters are sent out via e-mail.  
If you do not receive a newsletter via e-mail its because Newsletter does not have your email address. Please e-mail [contactus@pollywogpools.com](mailto:contactus@pollywogpools.com) to be added to or removed from the list.

[www.cvipssa.com](http://www.cvipssa.com)

[www.facebook.com/CapitalValleyIpssa](https://www.facebook.com/CapitalValleyIpssa)

**916-860-7115**

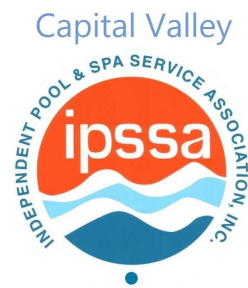
**Capital Valley Chapter Membership Information**

### Capital Valley IPSSA Chapter - Board of Directors

<b>Scott Houseman, President</b>	<b>(916) 638-4100</b>	<b><a href="mailto:scott@leisuretimepool.com">scott@leisuretimepool.com</a></b>
<b>Richard Lynch, Vice President</b>	<b>(916) 257-7982</b>	<b><a href="mailto:judi.rich@gmail.com">judi.rich@gmail.com</a></b>
<b>Jim Severin, Secretary</b>	<b>(916) 723-4689</b>	<b><a href="mailto:deltabreezepoolservice@yahoo.com">deltabreezepoolservice@yahoo.com</a></b>
<b>Jack Emlay, Treasurer</b>	<b>(530) 644-7750</b>	<b><a href="mailto:jjemlay@comcast.net">jjemlay@comcast.net</a></b>

### Other Important Contacts

<b>Mike Assenza</b> <i>Membership</i>	<b>(916) 837-8525</b>	<b><a href="mailto:mike@rivercitypoolcare.com">mike@rivercitypoolcare.com</a></b>
<b>Chuck Catilus</b> <i>Sick Route Chairman</i>	<b>(916) 759-7097</b>	<b><a href="mailto:ckpoolservice@surewest.net">ckpoolservice@surewest.net</a></b>
<b>Jerry Houseman</b> <i>Program Chairman</i>	<b>(916) 396-1988</b>	<b><a href="mailto:jerry@leisuretimepool.com">jerry@leisuretimepool.com</a></b>
<b>Jillian Simon</b> <i>Newsletter &amp; May Table-Top BBQ</i>	<b>(916) 952-3750</b>	<b><a href="mailto:contactus@pollywogpools.com">contactus@pollywogpools.com</a></b>
<b>Larry Hughes</b> <i>Safety Chairman</i>	<b>(916) 715-4688</b>	<b><a href="mailto:Larryspoolsvc@yahoo.com">Larryspoolsvc@yahoo.com</a></b>
<b>Marian Pliczka</b> <i>Website</i>		<b><a href="mailto:service@rosevillepoolservice.com">service@rosevillepoolservice.com</a></b>
<b>Brian Duncan</b> <i>Region 1 Director</i>	<b>(510) 325-9863</b>	<b><a href="mailto:brian@pppsinc.com">brian@pppsinc.com</a></b>
<b>Amy Nijjar</b> <i>IPSSA Corporate</i>	<b>(888) 360-9505</b>	<b><a href="mailto:anijjar@ipssa.com">anijjar@ipssa.com</a></b>
<b>Sue Neronde</b> <i>IPSSA Financial Cramer &amp; Assoc</i>	<b>(888) 391-6012</b>	<b><a href="mailto:sue@cramercpa.com">sue@cramercpa.com</a></b>



## 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
Adams Pool Specialties	Jason Ladd	(916) 416-4345	<a href="mailto:jladd@adamspoolsac.com">jladd@adamspoolsac.com</a>
Advanced Pool Coatings	Dave Walter	(916) 773-1883	<a href="mailto:dave@advancedpoolcoatings.com">dave@advancedpoolcoatings.com</a>
Alpha West	Tim Daugherty	(916) 791-6715	<a href="mailto:tdougherty@alphawest.com">tdougherty@alphawest.com</a>
American Leak Detection	Monte Routon	(916) 331-6443	<a href="mailto:monte@americanleakdetect.com">monte@americanleakdetect.com</a>
AQUASALT, LLC	Ashley Baker	(713) 877-2746	<a href="mailto:abaker@aquasalt.com">abaker@aquasalt.com</a>
Aztec Solar	Jack Stanger	(916) 853-2700	<a href="mailto:jack@aztecsolar.com">jack@aztecsolar.com</a>
Backyard Commercial Sales	Kirk Wissbaum	(503) 804-9303	<a href="mailto:kirk_w@bcsreps.com">kirk_w@bcsreps.com</a>
Bullseye Leak Detection	Daniel Spatz	(916) 216-7566	<a href="mailto:info@bullseyeleak.com">info@bullseyeleak.com</a>
Chem-Quip	Mitch Miles	(916) 923-5091	<a href="mailto:mitch@chemquip.com">mitch@chemquip.com</a>
Contactors State License Schools	Mary Birch	(916) 363-2784	<a href="mailto:Maryb@CSLScorp.com">Maryb@CSLScorp.com</a>
Deck-O-Seal	Patrick Raney	(916) 806-8924	<a href="mailto:praney@wrmeadows.com">praney@wrmeadows.com</a>
Easy Care	Rosemarie Arenas	(559) 974-8252	<a href="mailto:rarenas@easycarewater.com">rarenas@easycarewater.com</a>
HASA Chemicals	Dave Shepard	(916) 949-2662	<a href="mailto:daveshepard@hasapool.com">daveshepard@hasapool.com</a>
Hayward Pool Products	John Adams Handy	(800) 663-3355	<a href="mailto:jhandy@haywardnet.com">jhandy@haywardnet.com</a>
Leisure Supply	Roger Jones	(916) 614-9500	<a href="mailto:rejones@kellersupply.com">rejones@kellersupply.com</a>
Natural Chemistry	Pat Smith	(916) 899-0915	<a href="mailto:psmith@naturalchemistry.com">psmith@naturalchemistry.com</a>
Paramount	John Anderson	(925) 595-7516	<a href="mailto:janderson@1paramount.com">janderson@1paramount.com</a>
Pentair	Lorne Early	(916) 284-9774	<a href="mailto:lorne.early@pentair.com">lorne.early@pentair.com</a>
Pool Covers, Inc.	Cheryl MacLennan	(800) 662-7665	<a href="mailto:cmaclennan@poolcoversinc.com">cmaclennan@poolcoversinc.com</a>
Pool Time	Joe Pagluica	(916) 601-8600	<a href="mailto:joepooltime@aol.com">joepooltime@aol.com</a>
PoolRx Worldwide, Inc.	Karie Gaumer	(949) 842-9532	<a href="mailto:karie@poolrx.com">karie@poolrx.com</a>
Premier Pool & Spa	Louie Nava	(916) 346-0595	<a href="mailto:Lnava@ppas.com">Lnava@ppas.com</a>
SCP, Rancho Cordova	Eron Bennett	(916) 635-7374	<a href="mailto:4362@scppool.com">4362@scppool.com</a>
SCP, Rocklin	Ernie Weigum	(916) 408-2700	<a href="mailto:ernest.weigum@poolcorp.com">ernest.weigum@poolcorp.com</a>
Superior Pool Products	Doug Anthony	(916) 416-9344	<a href="mailto:douglas.anthony@poolcorp.com">douglas.anthony@poolcorp.com</a>
Tile Bright Pools & Tile Cleaning	Lynell Davis	(209) 241-7404	<a href="mailto:tilebrightpools@aol.com">tilebrightpools@aol.com</a>
Valley Leak Detection	Jeff Smith	(916) 532-2162	<a href="mailto:valleyleakdetection@gmail.com">valleyleakdetection@gmail.com</a>
Waterways	Chuck Stetler	(775) 445-9915	<a href="mailto:chucks@waterwayplastics.com">chucks@waterwayplastics.com</a>
Zodiac Pool Systems, Inc.	Nic Benny	(916) 599-4369	<a href="mailto:nic.benny@zodiac.com">nic.benny@zodiac.com</a>