



Mark your calendar!

Next Chapter Meeting:

August 7th
Blake Sales

VFW Hall
8990 Kruitof Way
Fair Oaks, 95628
6:30 Dinner
7:00 Meeting

Upcoming Meetings & Events:

September 4th
Thornburg Enterprises

September 13-15
Santa's Summer Getaway

September 19-21
Pool Industry Expo
Monterey, CA

December 20th
Christmas Party

Inside this issue:

Sick Route, Membership, News	2
Santa's Summer Getaway	3
Education	4
Vendor Info and Specials	6
Calendar	7
Chapter Important Numbers	8
Chapter Supporter Contact List	9

CAPITAL VALLEY IPSSA CHAPTER

Water Watcher

AUGUST 2019

Featured Speaker for August



B.S.A. - BLAKE SALES ASSOCIATES
Manufacturers' Representatives

Brian Duyanovich has been with Blake Sales Associates for 3 years. Blake Sales Associates, Inc. is a manufacturer's representative sales organization covering the Western United States. B.S.A. is the largest sales organization in the West, and is known for its quality of people that make up the organization. B.S.A. represents some of the finest products in the pool and spa industry. Brian has been in the industry for over 10 years working in retail, sales, and marketing.

Brian will be introducing new products from Blue Square Manufacturing, NC Brands, and trade only products from Pleatco. He will also be discussing products from Taylor test strips, GAME, and more. Brian will discuss rebate programs and try-me programs.

Dinner will be served and there will be free giveaways.

Brian Duyanovich
Blake Sales Associates
Northern California & Northern Nevada
916-529-0806

bduyanovich@blakesales.net

In Memoriam

Members, Friends, and Chapter Supporters.

If you have not heard, in June we lost a great member, friend, and man dedicated to our industry and our chapter. Larry Hughes has passed away. I appreciate all you guys doing sick route coverage until his family can sell the route. This is truly a sad situation for us and his family. He leaves behind his daughter and son, and he was a great family man. He was dedicated to our industry and volunteered much of his time to our chapter that can't be replaced. We will miss him much. I started a go fund me account for his children if you choose to donate. (<https://www.gofundme.com/f/larry-hughes-family>)



This is a time to mourn for us and his family. It is also a time to remember that life can change suddenly and unexpectedly and we should be prepared. Please update your sick route information at home and have a detailed plan if something happens to you, so we can do our best to help.

Special Thanks to Chuck with CK Pools for all his hard work with this sick route coverage! He has gone above and beyond to help Larry's family cover his pools with all you guys taking care of the pools!

Thank you!

Scott Houseman
Chapter President

Sick Route

Thank You to everyone who have stepped up and are covering Larry's pools. I'm proud to be associated with a group like this that assists the members and their family.

Thank you for your support.

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

Membership

Perfect Attendance Awards for attending all meetings during the year.

Since there was no meeting in July, you must attend the August or September meeting to avoid a fine.

Please Welcome Our New Members

Kai Whitney - Clear Kai Pools

Konstantin Zamoshnikov - Aqua Cleaning Pool Service

For membership information please contact:

Mike Assenza

Membership Chairman

916-837-8525

mike@rivercitypoolcare.com

For Sale:

Polaris TR28P - \$440

Call Scott Houseman, 916-764-7852



**Capital Valley IPSSA
Presents
10th Annual Santa's Summer Getaway
Sly Park Recreation Area
September 13-15th, 2019**



Registration Form

Dates: Friday afternoon through Sunday afternoon, September 13 – 15th, 2019

Place: Sly Park Rec. Area, **Group Site #3**, 4771 Sly Park Rd., Pollock Pines (off Hwy 50 & Sly Park Rd)

Price: \$40.00/per adult (age 14 & over) ~ \$20.00/per child (age 5-13) ~ Under 5 years, free

What you get: Camping for 2 nights, breakfast on Saturday & Sunday mornings, dinner and dessert on Friday and Saturday nights, crafts for the kids, campfires, swimming, horseshoes and many recreational activities. **Build Your Own Pizza for Saturday Lunch!**

New This Year:

Saturday Night Card Games!

Camping Space is Limited! Submit your Registration Form ASAP!!

There is room for up to 14 RVs and space will be reserved in the order registrations are received. Reservations are not site specific, they are first arrival, first choice of space.

Registration Deadline to receive a shirt is 8/15/19 – Refund available until that date

☞☞☞ ***\$5.00 discount per adult if registered & paid by May 1, 2019 chapter meeting!*** ☞☞☞

Need More Info: General Info: Jack Emlay at jjemlay@comcast.net
Reservations: Scott Houseman at scott@leisuretimepool.com

Names of all campers: _____

Contact person e-mail address: _____ Phone: _____

Free T-shirt for every camper registered & paid by 8/15/19 List Quantity: Child Sizes: 6-8 _____ 10-12 _____ 14-16 _____ 18-20 _____

Adult Sizes (Mark T for Tank top) Small _____ Medium _____ Large _____ XL _____ 2 XL _____ 3 XL _____

_____ # of Adults @ \$40.00 each _____ Saturday use only \$25.00 each

_____ # of Children Ages 5 - 13 @ \$20.00 each _____ Saturday use only \$15.00 each

_____ # of Children under 5 years of age, FREE

_____ I'll be in a trailer (Length _____ ft.) _____ I'll be in a tent. How many tents and size? _____

Make Checks Payable to Capital Valley IPSSA and mail with Registration Form to:

Capital Valley IPSSA, PO Box 1944, Orangevale, CA 95662

Pool Accounts For Sale:

Looking to consolidate my routes.

- ◇ 5 in Natomas area. 3 on Westlake, 2 near Natomas HS, 2 pay annually, 3 yr. ave. acct. age. Mo. service \$550, Sell \$3200.
- ◇ 1 near the intersection of Foothill & Vineyard in Roseville, 7 yr acct. Mo. Service \$70, Sell \$200.

Mike @ River City Pool Care, 916-837-8525

Be sure to wear your shirt or tank top from a prior Santa's Summer Get Away to the August Chapter meeting, and you can win a FREE registration to the 2019 Santa's Summer Get Away.



New Attendance Incentive Beginning August

A guaranteed \$25 winner at every chapter meeting! That's right, no more calling a name for someone not there and rolling the amount over to the next meeting, and rolling it again to the next meeting, etc. Instead, we will call a name off the roster until one lucky member attending the meeting claims the \$25 prize... think of it as 2 free cases of chlorine.

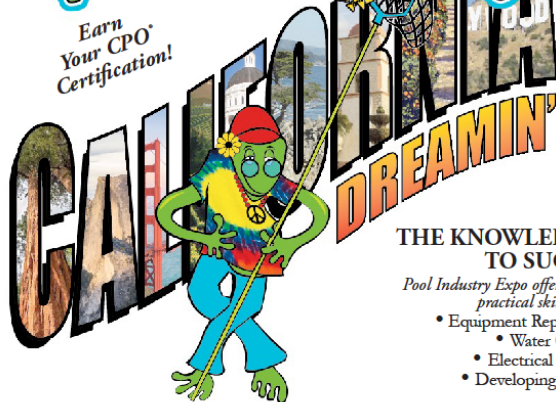
(Submit your Free classified ad to
mike@rivercitypoolcare.com)

Ready for an Education Vacation?

POOL INDUSTRY EXPO XXXIII
SEPTEMBER 19-21, 2019
MONTEREY, CALIFORNIA

POOL INDUSTRY EXPO

Earn Your CPO® Certification!



Return of the Pool Man's Band Friday Night!
Sponsored by:



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PENTAIR



ZODIAC

Cash Bars, Complimentary Hors D'oeuvres, Live Music, Dancing, Eating, Drinking, Socializing at the Hotel's Cottonwood Plaza. A Great Time For All!

THE KNOWLEDGE YOU NEED TO SUCCEED!

Pool Industry Expo offers training in a variety of practical skills, including:

- Equipment Repair & Maintenance
- Water Chemistry
- Electrical & Hydraulics
- Developing Business Skills

ALL IN A BEAUTIFUL SEASIDE RESORT SETTING

Monterey is a worldwide travel destination noted for its beautiful scenery, mild weather, great shopping, gourmet dining, and world-class golf.

Pool Industry Expo XXXIII will be held in the Monterey Conference Center, with its adjacent Portola Hotel & Spa — an AAA-rated 4-Diamond resort. PIE has arranged a special group rate of \$246 per night plus taxes at the Portola Hotel & Spa. The cutoff date for this special discount is August 19, 2019, at 5 p.m., so reserve your room today! Telephone (888) 222-5851 Or visit online at:

<https://book.paskey.com/go/PIE2019PortolaHotel>

For Information, Call:

650-323-7743

Register Online At:

www.poolindustryexpo.com



PRODUCT TRAINING SEMINAR

RENO

Come join the Pentair Training team and your favorite Pentair representatives for an extraordinary learning event! This two-day workshop will offer many courses, which may include: Advanced Automation, Hands-On Heater Troubleshooting, Pentair Lighting, Automated Chemical Controls, SuperFlo and IntelliFlo VSF Pumps, our new Hybrid Heater, E-Tools and general education courses like Hydraulics and Electricity.

THE BEST PART: You choose the courses you wish to take! All courses are electives and you create your own schedule once you sign in on our website!

PRIZES: In addition to this exciting new format, there will be drawings for BIG prizes many times during this two-day event! We're talking BIG TVs, electronics, gadgets, in addition to Pentair pool equipment!

REGISTRATION

Online registration is REQUIRED. Register now at www.pentairtraining.com to reserve your seat.

HURRY! Class sizes are limited.

EVENT INFORMATION

COST\$149.00 (credit card or PIP points)

WHERESilver Legacy - Reno Ballroom

WHENOctober 24-25, 2019

7:00a - Registration

7:30a - Continental breakfast

8:00a-5:00p - Training sessions

LUNCH WILL BE PROVIDED

QUESTIONS? Call 1-888-755-7946

TRAINING SEASON
2019 - 2020

SPECIAL HOTEL DISCOUNT

Pentair has secured a special discounted rate at the Silver Legacy Resort Casino Resort:

Rooms must be reserved before 9/21/19

10/23-24	10/25	10/28
\$57.00	\$112.00	\$122.00
(each night)		

RESERVATIONS

Silver Legacy Resort Casino
407 N. Virginia St. • Reno, NV

Call 800-687-8733 and reference ISPENT9 or [book online](#).



Introducing New IPSSA Merchandise!

IPSSA has some new items to help you grow your chapter and BOOST your meeting experience!

Orders can be billed to your Chapter account or Credit Card, Shipping Costs will vary depending on order size. To order contact: info@ipssa.com

Are you a member of IPSSA?

We are an association of swimming pool and spa service professionals
Benefits of Joining IPSSA
 *5% Trade Coverage
 Qualified associate members eligible to cover your spouse in times of illness or injury.
 *Insurance options including Life, Accidental Medical, DWP Disability, Voluntary Health, Pet Insurance and pet up coverage.
 Business Insurance Groupings.
 Professional Liability and more!
 Contact: IPSSA info@ipssa.com

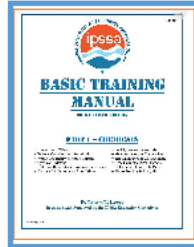
Benefits of IPSSA Table Top and Supply House Banners!

2'x2' Banner Ideal for Supply House Placement—\$18
 2'x3' Banner for Table Top Recruitment Events—\$25

New Members Coming in?

Pre order books to have on hand for the IPSSA Membership Required certification on Water Chemistry. It makes sense to have them on hand!

BT1— \$24.95
 BT1 With Workbook \$31.95



New IPSSA Logo Wear— OH YES! These new embroidered hats and shirts are excellent as incentives for meeting attendance and table top event volunteering! Have your Chapter looking GOOD!

Prices for Logo Wear:

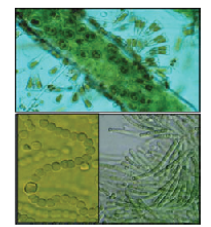
Snap Back Hat: \$23.95 ea. Bucket Hat: \$32.95 ea.
 Visor: \$25.95 ea. Polo: \$32.95 ea. (S - 2X)
 (there will be an additional \$3 added to shirts 3x and larger)



Pooltec vs. Phosphate Removers

ALGAE and PHOSPHATES have existed for billions of years. In the past, pool service techs kept pools clean and free of algae with just chlorine, pH control and with an occasional algicide. In recent years, flocculation removal of phosphates and other suspended pool particles have supposedly become useful under certain conditions to improve chlorination and the control of algae.

Did you know it is nitrogen, not phosphate, that produce lush growth in algae and plants according to fertilizer producers. In photosynthesis, it is carbon, oxygen and hydrogen plus sunlight energy which creates a chemical reaction to produce glucose, the real food source for algae, not phosphate. A chlorinated swimming pool is not the same environment as a natural lake that under went "eutrophication" problems and algae blooms years ago. Phosphate remover suppliers have tried to draw parallels to this unique condition in order to market this type of limited technology.



Nitrogen - stimulates stronger green growth; Potassium - drought and disease resistance; and Phosphates - bud and root development.



POOLTEC® 3-in-1 Pool Water Treatment

- 1- Prevents & kills green, yellow and black algae-fungus (kills green and yellow algae in 4 to 24 hours)
- 2- Clarifies pool water ultra clear
- 3- Boosts chlorine effectiveness and results

Why spend your hard-earned service dollars on a single function flocculated-phosphate remover when you can use a simple alum material to accomplish the desired water clarity. If algae is the problem, go back to pool sanitization basics:

- 1- chlorine, 2- pH, 3- CYA, 4- filtration/circulation



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- ❖ Man Fastener/Track Man = \$200
- ❖ Unit Conversions = \$200
- ❖ Recovers = \$100
- ❖ Aluminum Spa Covers = \$100



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 Saving water and resources since 1974.

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 SCP Rocklin
 3830 Cincinnati Ave. Suite 140

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 August 13th 7:30 AM

Stop by and say hello to the experts. We welcome your questions regarding pool leaks.



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- Pool and Spa Replumbing and Skimmer Replacement
- Automatic Pool Covers and Fabric Replacement
- Plumbing and Leak Repair Service



In 1989, Rob Burkett launched Burkett's Pool Plastering with three employees and his wife, Dianne, running the home office. Today, we've grown to nearly 300 employees who are dedicated to creating your ultimate backyard environment. When it comes to pool renovation and resurfacing, we're here to exceed your expectations. With competitive pricing and crews that take pride in their work, we treat your family like our family.



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www.burkettspoolplastering.com



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- Designed to resist hurricane force winds
- One piece "over molded" construction of the header and tubes eliminates welds and leaks
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- Innovative mounting hardware eliminates the need for rubber hoses, metal clamps and multiple straps across the panel which will reduce the number of roof penetrations

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No Mor Problems®



The secret to its power is in the patented formula; it keeps your pool sanitizer working harder & longer. It actually helps release tied-up chlorine so that you won't have to shock again. This takes a huge load off your filter, making it able to work more efficiently. The result is a cleaner, clearer pool that doesn't need phosphate removers, clarifiers, shocking or long filter cycles.



- Inhibits algae growth while clarifying water and preventing staining.
- Patented formula is registered as an EPA swimming pool algicide.
- Safe and powerful liquid algicide works on all types of algae in your pool.
- Safe for all swimming pool surfaces.
- Extends filter cycles on ALL filter types.

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CA: (800)824-5550 info@swimpool.com

P.O. Box 429 - 3741 E. Telegraph Rd., Piru CA 93040

AUGUST 2019



SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7 CVIPSSA Chapter Meeting	8 Certified Equip Installer Training FPSIE	9	10
11	12	13	14 CVIPSSA Board Meeting	15	16	17
18	19	20	21	22 Certified Pool Training	23 Operator (CPO) At FPSIE	24
25	26	27	28	29	30	31

Santa's Summer Getaway - September 13-15

SEPTEMBER 2019

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4 CVIPSSA Chapter Meeting	5	6	7
8	9	10	11 CVIPSSA Board Meeting	12	13 Santa's Summer Getaway	14 Santa's Summer Getaway
15 Santa's Summer Getaway	16	17	18	19 Pool	20 Industry Monterey	21 Expo
22	23	24	25	26	27	28
29	30					



Insurance Membership Education Networking Friendship

www.cvipssa.com

www.facebook.com/CapitalValleyIpssa

Newsletter Editor:

Mike Assenza

Phone: 916-837-8525

mike@rivercitypoolcare.com

Chapter Mailing Address:

Capital Valley IPSSA

P.O. Box 1944

Orangevale, CA 95662

Capital Valley IPSSA Chapter - Board of Directors

<i>Scott Houseman, President</i>	<i>(916) 638-4100</i>	<i>scott@leisuretimepool.com</i>
<i>Bill Palmer, Vice President</i>	<i>(916) 202-6389</i>	<i>bill@allamericanpools.org</i>
<i>Jim Severin, Secretary</i>	<i>(916) 723-4689</i>	<i>deltabreezepoolservice@yahoo.com</i>
<i>Jack Emlay, Treasurer</i>	<i>(530) 644-7750</i>	<i>jjemlay@comcast.net</i>

Other Important Contacts

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

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
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
Burkett's Pool Plastering	Jason Steenburgh	(209) 595-6016	burkettjason@gmail.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 Products	Rodney MacDowell	(925) 222-8557	rmacdowell@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	Charlie Tuttle	(302) 345-5435	charlie@ncbrands.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
Ray-Pak	Matt Anderson	(916) 767-8185	Matt.Anderson@raypak.com
SCP, Rancho Cordova	Jordon Reynolds	(916) 501-7825	Jordan.reynolds@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
United Chemical Corporation	To Be Named Soon	(800) 824-5550	admin@unitedchemicalcorp.com
Valley Leak Detection	Jeff Smith	(916) 532-2162	valleyleakdetection@gmail.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 25th of the month for the following months issue.