

Mark your calendar!

Next Chapter Meeting:

**February 7, 2018** 

VFW Hall 8990 Kruitof Way Fair Oaks, 95628

Cramer & Associates; and Sheriff's Toy Project 6:30 Dinner 7:00 Meeting

Upcoming
Meetings & Events:

March 7, 2018 Hayward

April 4, 2018 Pentair

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#### CAPITAL VALLEY IPSSA CHAPTER

# Water Watcher

FEBRUARY 2018

#### Featured Speaker For February



Do you know how the new Tax Cuts and Jobs Act will affect your business? Are there some benefits? Do you have a strategy?

Jay Lang will discuss the new Tax Cuts and Jobs Act and how it will affect your personal tax return and business tax return including the new Business Income Section 199A. Section 199A is the new 20% deduction of Qualified Business Income (QBI) from pass-through entities including Sole Proprietorships that your business will benefit.

Jay is an Enrolled Agent, Staff Accountant and Business Consultant at Cramer & Associates Accountancy Corporation in Rocklin, with 25 years of experience in accounting and bookkeeping. He supports a wide array of businesses in navigating their companies through numerous reporting, bookkeeping and tax requirements. He is a Certified ProAdvisor on QuickBooks Accounting, has experience in multiple accounting software programs and is a Director with the local Sacramento Valley Chapter of Enrolled Agents. Jay received his BS in Business Administration with an emphasis in Accounting from Humboldt State University.

Jay Michael Lang jay@cramercpa.com 5800 Stanford Ranch Rd Suite 220 Rocklin, CA 95765 (916) 864-4272 (916) 863-3105 fax www.cramercpa.com



We will also be hearing from the Sacramento Sheriff's Toy Project and we will present them with a check for all the proceeds we raised during the Christmas party.

#### A Message From Santa

#### Santa is Exhausted!



Just like most of you, Santa is exhausted from the busy holiday season. And, also like most of you, he is looking forward to the pool season. But, more importantly, he is looking forward to when he can get-away in September for a well-deserved rest and has started making plans.

He has reserved a different camping site at Sly Park for September 14-16, 2018. Those of you who attended last year (or were unable to attend in some cases) know that some of Santa's elves got some bad info and we were not able to accommodate all the RVs of Santa's camping friends. Good

news! We have changed from Site 5 to Site 3 and will have room for at least 12 RVs (yes, guaranteed!) Though not site specific, reservations for those sites will be taken on a first registered, first reserved basis.

Registration will begin at the May tabletop and registration forms will be available through the newsletter and at the cvipssa.com website beginning in May also.

Santa is looking for a few more elves to help out. You do not have to commit to the whole weekend, but if you would be willing to help out with just one meal, or some other portion of the fun (crafts, campfire, entertainment, or something else), you are most welcome to join the other elves in making sure everyone has a great time. We have a few planning meetings prior to the event and not only do we have fun at those meetings, we feed you, too. Please call Jack Emlay at <u>530-644-7750</u> if you are interested.

Look forward to seeing you there.

His loyal elves



#### **Education:**

## HAYWARD HANDS-ON WORKSHOP SCHEDULE

October 30th - Heaters & Heat Pumps 9am - 12pm

November 13th - Automation Training Omni with Water Features

9am - 12pm

December 11th - Pumps & VSPs 9am - 12pm

January 8th - Lighting and automation with water features 9am - 12pm

January 22nd - UVo3 and Chemical Feed Systems 9am - 12pm

> February 12th - Omni Training 9am - 12pm

March 12th - Salt Systems & Cleaners 9am - 12pm

At The FPSIE Education Center - 598 Display Way, Sacramento, CA 95838



March 15-17, 2018

At the Long Beach Convention & Entertainment Center

More Info at www.Westernshow.com

#### **Pentair Education Fund**

In agreement with Pentair, a Pentair education fund has been established for CVIPSSA members. Twenty-five percent (25%) of the annual rebates given to our chapter by Pentair will be set aside to reimburse our members for Pentair training fees/tuition. The maximum amount to be set aside is \$1,000 per year. If the reimbursement requests exceed the education fund amount, then the fund amount will be split amongst the members that applied for reimbursement. Reimbursement requests must be made by January 31 for prior year training fees. Reimbursements will be made at the April chapter meeting.

#### **Education:**

#### A Message from Monte...

#### The Phantom Leak

Occasionally, American Leak Detection Sacramento is called out to find a pool leak but...it isn't a leak at all. There are times that the auto-fill canister float isn't set correctly, which results in water being constantly added to a pool. Capital Valley IPSSA members know as well as anyone that when water is constantly added to a pool, the chemicals get diluted and makes the pool appear to have a leak. Obviously, if the auto-fill supply line is turned off and the water level drops (exceeding regular evaporation) there is a leak and a leak detection appointment should be scheduled. But, if the auto supply line is shut and there is no water loss, an adjustment to the float could be in order. Also, overflow pipes can also be set incorrectly in the auto fill canister, allowing water to leak down lower than is necessary. Overflow lines that are set below the water line on the pool wall, and have an anti-siphon loop in the pipe, can sometimes fail to break the siphon and continue to lower the level of the pool. This scenario is more likely to occur if there is a intense rainstorm and the water level in the pool rises very quickly, not allowing the anti siphon loop to work correctly.

Monte Routon

AMERICAN LEAK DETECTION SACRAMENTO
The Original Leak Specialists
(916) 331-6443
(916) 765-5734 (cell)

www.americanleakdetect.com
monte@americanleakdetect.com



#### **New Pool Safety Laws**

The Swimming Pool Safety Act was updated by SB 442, effective January 1, 2018. This affects anyone who pulls a permit to build or remodel a pool or spa, and any pool that is part of a home for sale.

This is a summary of the changes to the Swimming Pool Safety Act:

- Increases the number of safety or anti-drowning features required on new or remodeled residential swimming pools from one to two, and also extends that standard throughout the state.
- Revises the characteristics of some of those safety features.
- Repeals the exemption in existing law for pools in jurisdictions that adopt more stringent swimming pool safety standards.
- Requires that whenever there is an inspection of a property in connection with the transfer of
  that property, the inspection must also include the swimming pool or spa. This inspection is to be
  noninvasive and requires the inspector to disclose whether or not the pool or spa has been
  equipped with two of the seven required safety devices.

Please refer to Business and Professions Code §7195 and to Health and Safety Code §§115922 and 115925 for the full content of the law.

#### **Sick Route**

Thank you for your continued support and servicing assigned pools!

- Sick Route Summary cards were due by January 31 to avoid Fines.
- \$100 fine if submitted in February.
- \$300 fine if submitted in March.

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

#### **Membership**

Perfect Attendance Awards for attending all meetings during the year.

February is the second meeting in the 1st quarter. You must attend at least 1 meeting per quarter to avoid fines.

For more information please contact:
Mike Assenza
Membership Chairman
916-837-8525
mike@rivercitypoolcare.com

#### Want an Extra \$50... or More?

It is easy, just attend the next CVIPSSA chapter meeting... If your name is selected, then you win!!! Just ask Bill Beveridge - he won a \$50 attendance prize in January, since he was there. The prize will be \$50 for attending in February.

#### Fishing with FPSIE

Registration for the third annual Fishing with FPSIE fishing derby event has officially opened. Fishing with FPSIE is Northern California's largest pool industry camping event and fishing tournament. This year's event is being hosted at Camanche Reservoir and will occur April 6th through April 8th, 2018. Fishing with FPSIE focuses on family, fishing, food, and fun and includes Bass and Trout fishing contests. Register today to join in on the fun!

Visit fishingwithfpsie.org

# Thank You Chapter Supporters... for the door prizes at the last chapter meeting.

- Pentair leaf trap and automatic chlorinator
- Blake Sales Bottle of Phosphate Remover, Algaecide, and Green to Clear
- Alpha West Everyone got to choose a t-shirt or hat, plus sample bottles of Bio-Dex Oil Out and Clarifier, and a couple of pool nets and bottles of test strips.



Chapter Standing Rules at www.cvipssa.com

#### **POOLCORP Acquires Chem Quip**

POOLCORP announced its acquisition of the assets of Chem Quip as of December 29, 2017.

Chem Quip is a Sacramento-based distributor of equipment, chemicals and supplies to residential and commercial swimming pool customers; it operates five sales and distribution centers located in Northern and Central California.

"Chem Quip has been a strong presence in the Northern California swimming pool industry for over 55 years," said POOLCORP President and CEO Manny Perez de la Mesa in a press release. "Adding the Chem Quip team and sales locations to the POOLCORP network strengthens our ability to serve customers in the important East San Francisco Bay and Northern California markets..."

POOLCORP operates 346 sales centers in North America, Europe, South America, and Australia.

#### Conditioner Prices Likely to Rise Significantly...

This is according to a couple of industry publications. China, where most cyanuric acid (CYA) is produced, has implemented tighter environmental regulations, that has contributed to chemical plants being closed. As a result, manufacturers of dichlor, trichlor and other products with CYA were hit with substantial price increases last year. These price increases are expected to be passed on to distributors and retailers. We'll just have to wait and see when and by how much.

#### **PG&E Pump Rebates**

All paper or online applications for 2017 must be postmarked or received by 3/1/18.

#### **Arrow Insurance to Offer Business Interruption Coverage**

The purpose of this coverage is to reimburse each member for the loss that they sustain due to not being able to service pools in areas that may suffer a disaster. Although the details are preliminary, it is expected the coverage will be exclusive to IPSSA, will be effective April 1, 2018, cover up to \$25,000, and for little or no additional cost.

#### **SMUD Pool Pump Rebates in 2018**

SMUD continues the \$350 rebate on ENERGY STAR variable-speed pool pumps.

SMUD's 2018 application will include a new payment release authorization that will allow the customer to sign over their rebate to the installer.

Questions should be directed to Courtney Payne, Senior Associate, 916-203-9139, courtney.payne@icf.com

#### Classifieds

#### **New Sundance Spa Parts**

|   | 6540-998   | Complete light assembly w/red & blue lenses                         | \$1 <i>7</i> |  |  |
|---|------------|---|--------------|--|--|
|   | 6600-831   | 850 remote control panel 2 pump w/blower                            | \$68         |  |  |
|   | 6600-618   | Control panel sweetwater  | \$138        |  |  |
|   | 6600-832   | Control panel sweetwater  | \$149        |  |  |
|   | 6600-726   | Circuit board 2 pump w/circ sweetwater                              | \$149        |  |  |
|   | 6500-402   | 5.5KW stainless steel heater tube                                   | \$116        |  |  |
|   | 6455-446   | 98-99 Calypso 99-2000 capri pillow                                  | \$30         |  |  |
|   | 6500-343   | 2.5Hp 220v 2spd 48frm w/mounting bracket will mount to any position | \$250        |  |  |
|   | 6000-125rk | Grundfos circ pump 220v .75x.75 barb                                | <b>\$115</b> |  |  |
|   | 6600-167   | Temp sensor w/o-ring  | \$18         |  |  |
|   | 6560-423   | Temp sensor no o-ring   | \$11         |  |  |
|   | 6560-869   | Pressure switch   | \$14         |  |  |
|   | 6560-860   | .75 Flo switch  | \$25         |  |  |
|   |            | .5 Flo switch   | \$25         |  |  |
|   | 6540-966   | 3-way gate valve (gate only)  | \$1 <i>7</i> |  |  |
|   | 6000-165   | Glue in repair sleeve for 3-way valve                               | \$19         |  |  |
|   | 6000-104   | 3-way gate valve for repair sleeve                                  | <b>\$17</b>  |  |  |
|   | 6660-045   | 30amp fuse holder   | \$5          |  |  |
|   | 12-0102-k  | , , ,   | \$29         |  |  |
| Hqp-85-8621 Air blower 1hp 220v Midwest 50 amp GFCI w/box |            |   |              |  |  |
| Midwest 50 amp GFCI w/box                                 |            |   |              |  |  |
| Waterway circ pump Iron Might 220v \$12                   |            |   |              |  |  |
|   |            |   |              |  |  |

This is a <u>partial list</u> of the parts for sale - basically everything from A to Z is available, including a Chevy short-bed drawer set. All of it can be purchased for \$3,000.

Hydrotherm Spa Repair Tom Armstrong 916-524-4206

#### For Sale:

Legend 2 - \$405 Polaris 360 - \$396 System 3, 500' cartridges - \$400

Jack Emlay 916-764-7852

(Submit your Free classified ad to <a href="mike@rivercitypoolcare.com">mike@rivercitypoolcare.com</a>)

#### **NEWSLETTER CONTENT**

What tips do you have to share??
What problems have you encountered this year?
Did you have a really great picture of an account
you would like to share? Safety warnings? Local water news? Pools or equipment for sale? Events?
PLEASE share!

Want to write an article, submit chapter pictures, or have news to share? Please send it to

#### mike@rivercitypoolcare.com

by the 20th to be included.

Want to help with this or many other volunteer positions?

Contact one of our Board Members or Committee Chairmen today!



#### **SunUp** - Swimming Pool Solar

- The SunUp panel is manufactured by UMA Solar, the # 1 manufacturer of swimming pool solar panels in the world!
- Designed to resist hurricane force winds
- One piece "over molded" construction of the header and tubes eliminates welds and leaks
- Patented individual tube design allows for expansion and contraction, eliminating cracks and leaks
- 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

#### **CONTACT JOHN KIES - ELM DISTRIBUTION (916) 342-0782**





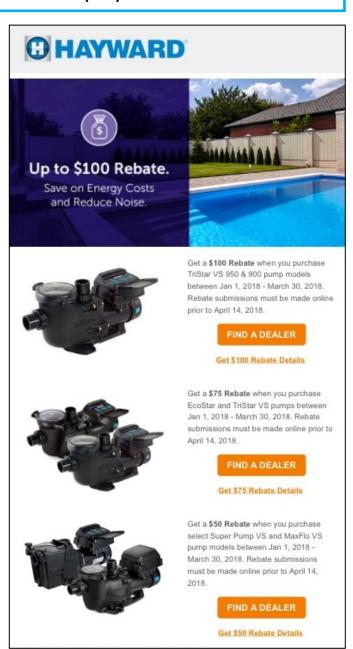
Zodiac T5 Duo®



Zodiac MX8™



Zodiac MX8™ Elite





Hasa's Service Loyalty Rewards program runs from January 3, 2018 through October 31, 2018. In order to receive rewards, you must be registered as a participant with Hasa, Inc. Accumulated purchases of Hasa's branded 4x1 Sani-Clor deposit bleach purchased during this period are eligible for rewards. No other products qualify. The Service Loyalty Rewards program cannot be combined with any other Hasa discount program such as punch cards, co-op or "Buy 3 Get 1 Free" programs. Service Loyalty Rewards program is open to service professionals. Only one registration per company and the registrant must be the owner, proprietor, partner or other primary principal of the company. If previously enrolled in the Loyalty program and all registration information is the same, you are automatically enrolled in the 2018 Loyalty program. Submittals for reimbursement must be postmarked or date stamped and sent to Hasa by December 31, 2018. Rewards will be paid at a rate of \$25 per 100 cases. Registration and proof of purchase documents should be sent by e-mail to hasaprograms@hasapool.com, by mail or other courier to Hasa, Inc. Attention: Marketing Department, 23119 Drayton Street, Saugus, CA 91360.

All proof of purchase documents must clearly indicate quantity of cases, from whom the product was purchased, invoice date and invoice number. In addition, the part number and product description must be Hasa specific and must clearly indicate that purchased product was Hasa and not that of a competitor.

Allow 4-6 weeks for delivery of credits/vouchers.

| łasa Service Loyalty Rewards Registration                    | New Registration                 | Re-Register (only necessary<br>if information has changed) |
|--|----------------------------------|--|
| (Company Name)   |                                  |  |
| (Street Address)   | (City)                           | (State) (Zip)  |
| (Mobile Phone)   | (Business Phone)                 |  |
| (Owner/Contact Name)   | 110 - 000 -                      |  |
| (Business/Owner E-Mail Address)                              | (Website Address)                |  |
| Yes, I would like to receive discounts, promotions and prog  | ram reminders throughout the yea | r  |
| Yes, I would like to receive the monthly Hasa digital newsle | tter                             |  |
| My business services pools.                                  |                                  |  |
| am a member of (check all that apply)                        | IPSSA UPA Oth                    | er:  |
| Primary Distributor:   | City:                            |  |
| Print Name: Signed:  |                                  | Date:  |

#### FEBRUARY 2018



| SUN | MON                            | TUE                            | WED                             | THU | FRI | SAT |
|-----|--------------------------------|--------------------------------|---------------------------------|-----|-----|-----|
|     |                                |                                |                                 | 1   | 2   | 3   |
| 4   | 5                              | 6                              | 7 CVIPSSA<br>Chapter<br>Meeting | 8   | 9   | 10  |
| 11  | 12<br>Hayward<br>Omni Training | 13 CVIPSSA<br>Board<br>Meeting | 14                              | 15  | 16  | 17  |
| 18  | 19                             | 20                             | 21                              | 22  | 23  | 24  |
| 25  | 26                             | 27                             | 28                              |     |     |     |

School is in session! Please watch for children!!!

### **MARCH 2018**

| SUN | MON                       | TUE | WED                             | THU                        | FRI                        | SAT                        |
|-----|---------------------------|-----|---------------------------------|----------------------------|----------------------------|----------------------------|
|     |                           |     |                                 | 1                          | 2                          | 3                          |
| 4   | 5                         | 6   | 7 CVIPSSA<br>Chapter<br>Meeting | 8                          | 9                          | 10                         |
| 11  | 12<br>Hayward<br>Training | 13  | 14 CVIPSSA<br>Board<br>Meeting  | 15<br>Western Pool<br>Show | 16<br>Western Pool<br>Show | 17<br>Western Pool<br>Show |
| 18  | 19                        | 20  | 21                              | 22                         | 23                         | 24                         |
| 25  | 26                        | 27  | 28                              | 29                         | 30                         | 31                         |

## Capital Valley IPSSA Chapter

#### Insurance Membership Education Networking Friendship



www.cvipssa.com www.facebook.com/CapitalValleylpssa

Newsletter Editor:
Mike Assenza
Phone: 916-837-8525
mike@rivercitypoolcare.com

#### **Capital Valley IPSSA Chapter - Board of Directors**

| Scott Houseman, President      | (916) 638-4100 | scott@leisuretimepool.com        |
|--------------------------------|----------------|----------------------------------|
| Jerry Houseman, Vice President | (916) 396-1988 | jerry@leisuretimepool.com        |
| Jim Severin, Secretary         | (916) 723-4689 | deltabreezepoolservice@yahoo.com |
| Jack Emlay, Treasurer          | (530) 644-7750 | jjemlay@comcast.net              |

#### **Other Important Contacts**

| Mike Assenza     | Membership                   | <u>(916) 837-8525</u> | mike@rivercitypoolcare.com       |
|------------------|------------------------------|-----------------------|----------------------------------|
| Chuck Catilus    | Sick Route Chairman          | (916) 759-7097        | ckpoolservice@surewest.net       |
| Jerry Houseman   | Program Chairman             | (916) 396-1988        | jerry@leisuretimepool.com        |
| Mike Assenza     | Newsletter                   | (916) 837-8525        | mike@rivercitypoolcare.com       |
| Larry Hughes     | Safety Chairman              | (916) 715-4688        | Larryspoolsvc@yahoo.com          |
| Marian Pliczka   | Website                      |                       | service@rosevillepoolservice.com |
| David Hawes      | Region 1 Director (incoming) | (925) 828-7665        | info@hhpools.com                 |
| Rose Smoot       | IPSSA Corporate              | (888) 391-6012        | rose@ipssa.com                   |
| IPSSA Financial  | Cramer & Associates          | (888) 391-6012        | melody@cramercpa.com             |
| Arrow Insurance  |                              | (800) 833-3433        |                                  |
| Jessica Dittmer  | FPSIE Education Center       | (916) 922-8895        | info@fpsie.org                   |
| Jennifer Farwell | APSP                         | (916) 628-9963        | jfarwell@apsp.org                |

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                           |
|-----------------------------------|--------------------------|------------------------|---------------------------------|
| Alpha West Marketing Group        | Tim Daugherty            | (916) 791-6715         | tdougherty@alphawest.com        |
| American Leak Detection           | Monte Routon             | (916) 331-6443         | monte@americanleakdetect.com    |
| AQUASALT, LLC                     | Ashley Baker             | (713) 877-2746         | <u>abaker@aquasalt.com</u>      |
| Aztec Solar                       | Jack Stanger             | (916) 853-2700         | <u>jack@aztecsolar.com</u>      |
| Blake Sales Associates            | Brian Duyanovich         | (916) 529-0806         | bduyanovich@blakesales.net      |
| Chem-Quip                         | Mitch Miles              | (916) 257-2669         | mitch@chemquip.com              |
| 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                         | Rosemarie Arenas         | (559) 974-8252         | rarenas@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             | John Adams Handy         | (800) 663-3355         | <u>ihandy@haywardnet.com</u>    |
| Leisure Supply                    | Roger Jones              | (916) 614-9500         | rejones@kellersupply.com        |
| Natural Chemistry                 | Pat Smith                | (916) 899-0915         | psmith@naturalchemistry.com     |
| Paramount Pool & Spa Systems      | John Anderson            | (925) 595-7516         | <u>ianderson@1paramount.com</u> |
| Pentair                           | Lorne Early              | (916) 284-9774         | lorne.early@pentair.com         |
| Pool Covers, Inc.                 | Cheryl MacLennan         | (800) 662-7665         | cmaclennan@poolcoversinc.com    |
| Pool Time                         | Joe Pagluica             | (916) 601-8600         | joepooltime@aol.com             |
| PoolRx Worldwide, Inc.            | Jordan Bouey             | (949) 257-9050         | <u>jordan@poolrx.com</u>        |
| SCP, Rancho Cordova               | Eron Bennett             | (916) 635-7374         | 4362@scppool.com                |
| SCP, Rocklin                      | Ernie Weigum             | (916) 408-2700         | ernest.weigum@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              |
| Tile Bright Pools & Tile Cleaning | Lynell Davis             | (209) 241-7404         | tilebrightpools@aol.com         |
| United Chemical Corporation       | Jeff Moscoe              | (707) 533-5136         | J.moscoe@unitedchemicalcorp.com |
| Valley Leak Detection             | Jeff Smith               | (916) 532-2162         | valleyleakdetection@gmail.com   |
| Waterways                         | Chuck Stetler            | (775) 445-9915         | chucks@waterwayplastics.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 20th of the month for the following months issue.