



CAPITAL VALLEY IPSSA CHAPTER

Water Watcher

OCTOBER 2018

Mark your calendar!

Next Chapter Meeting:

October 3, 2018

VFW Hall
8990 Kruitof Way
Fair Oaks, 95628

6:30 Dinner
7:00 Meeting

Upcoming Meetings & Events:

November 7
Chapter Meeting

December 14
Christmas Party

Featured Speaker for October



Financial Statements Using QuickBooks

Jay Lang 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.

Jay will discuss the importance of having financial statements in your business using QuickBooks as a guide. He will help you understand and read your Balance Sheet and Income Statement and how to read them to improve your business. He will also answer your QuickBook questions.

Jay 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

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Education:



LEAK DETECTION
WITHOUT DESTRUCTION
Saving water and resources
since 1974.

Please tell your customers about the Meter Test:

Have your customer's had exceptionally high water bills lately? By performing the meter test, they can find out how much water they have lost to a leak. They can perform this test at their property without help from a leak specialist. The results should give them some idea of how big the leak is.

HOW TO TAKE THE METER TEST

1. Set aside 30 minutes to take the test. During this time no water should be used on your property.
2. Make a note of the current reading on your water meter. If you are having trouble finding your meter, most units are in the ground, in a box near the front of your house.
3. Come back in 30 minutes to check the meter. If the numbers are the same as they were when you started the test, you do not have a leak in the pressurized water system and you can stop the test here.
4. If the numbers did change, go inside and shut off the valves under all your property's toilets. Repeat the test.
5. If the numbers did not change after shutting off all the valves, it means the leak is coming from a toilet.
6. If the numbers changed even after turning off all the valves, you will need a professional leak inspection.

For an idea as to how big the leak is, subtract the numbers showing on the meter of the test from the number written down at the beginning. The result is the total number of gallons of water the leak is wasting! If your customer is losing a lot of water please refer them to us so we can help them pinpoint where that leak is coming from and get it fixed!

Thank you,

American Leak Detection Sacramento
Office: (916) 331-6443
Email: sales@americanleakdetect.com



Sick Route

No one is out sick or injured.

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.

October is the 1st meeting in the 4th quarter. You must attend at least 1 meeting per quarter to avoid a fine.

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

Word Search

VZ JDTAZVPTDUGNUXDXOUJTDPT
WCEEPSWUINMJCPCGOGLKYLNRNBT
NUQIZHPUQKIJCPCGOGLKYLNRNBT
MQRYYJFUCMCCNNGEKVFMMFVWSR
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VIMHQFYHIJRAWSDMQSCKWCHSY
MSHQUCFTIMYQRDBGYXIOQXATI
OKGEOHHOWXMPQNDWGS SRICUX
JSYIWJYHHUNEMXKPOOLAXNHHH
HOXMLPX YWVLF RVXUXXDVL AGGO
NXPTDPRKHEYICUWVORBJTTSGO

alkalinity	chlorine	pentair	skimmer
hayward	filter	jandy	sweep
pump	acid	salt	pole
pool	ash	net	

For Sale:

Polaris 280 - \$465

Polaris 360 - \$385

Call Scott Houseman, 916-638-4100

The Board thanks everyone who made this year's Santa's Summer Get Away a success. We could not have done it without the Chapter Supporter's generous contributions. We also thank the volunteers who organized, set up, maintained, and cleaned up.



Attention All Chapter Supporters and Members - We Need Your Help

Chapter Supporters - Plans changed and we need a speaker for the November chapter meeting. In addition, we have featured speaker spots available for 2019.


Members - Is there a speaker you would like to hear? A topic you would like discussed? Your Chapter Board tries to identify and schedule speakers we think you would like to have at our monthly meetings. Please let us know *who* or *what* you would like. It doesn't have to be from a chapter supporter.

This is the schedule as planned, thus far. If you are a chapter supporter and would like to speak during one of the available months, or you are a member with suggestions for speakers or topics, please email Jerry Houseman at jerry@leisuretimepool.com

Planned Meeting Schedule - 2019	
January	- American Leak Detection
February	- Taxes & IPSSA Updates
March	- Zodiac
April	- Pentair
May	- Vendor Showcase
June	- Hayward
July	- Dark
August	- Available
September	- Available
October	- Available
November	- Available
December	- Christmas Party



LAS VEGAS, NV

 **EXPO: OCT. 31 – NOV. 2**
EDUCATION: OCT. 28 – NOV. 2

 **MANDALAY BAY, BAYSIDE HALLS D-F**



Legislative Update

SB 993 - Would require all businesses that do not meet certain exemptions to levy and pay a sales tax on their services. (Heard in Senate Governance and Finance Committee 5/16/18)

AB 1938 - Would prohibit an employer from inquiring about whether a job candidate has children. (In Assembly Labor and Employment Committee 3/8/18)

AB 2705 - Creates a 2 year statute of limitations for claims of non-payment of workers' compensation by contractors. (Approved by the Governor 9/10/18)

SB 1272 - Would help fight the underground economy. This hurts the pool industry by skirting the laws on taxes, workers' compensation, licensing and more, creating an unfair marketplace in which it is increasingly difficult to compete. (Enrolled and sent to the Governor 9/12/18)

SB 1343 - Would require an employer with 5 or more employees to provide sexual harassment training. (Enrolled and sent to the Governor 9/12/18)

Want an Extra \$50?

It is easy, just attend the next CVIPSSA chapter meeting... If your name is selected, then you win!!! Just ask Rick DiMeola - he won \$150 in September, since he was there. The prize will be \$50 for attending in October.



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 25th to be included.

Want to help with this or many other volunteer positions?

Contact one of our Board Members or Committee Chairmen today!

SMUD Reduced Pool Pump Rebate

Beginning September 1, 2018, the SMUD rebate decreased to \$250.



SMUD's 2018 application includes 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

Title Sponsor
PENTAIR

Presenting Sponsor

FUNDRAISER

GOLFTOBERFEST

REGION 1 IPSSA
WILL HOST THE
11TH ANNUAL
GOLF TOURNAMENT

SATURDAY—OCTOBER 13, 2018—9AM

SCHEDULE OF EVENTS

- 9:00AM —REGISTRATION & RAFFLE SALES
- 10:00AM —PUTTING CONTEST
- 11:00AM —SCRAMBLE START PROMPTLY
- 4:00PM —DINNER TRI-TIP & CHICKEN
—AWARDS & RAFFLE

FUNDRAISER TO BE HELD AT
DARKHORSE GOLF CLUB IN AUBURN, CA

Sponsor Opportunities are available at
golftoberfest.wixsite.com/welcome

EVENT CONTACTS
DAVE HAWES (925) 828-7665
MARK BECKER (530) 676-1500
SHAWN PANICO (916) 201-6245
PHIL GELHAUS (916) 541-7756

100% OF NET PROCEEDS RAISED WILL BE DONATED TO THE
FPSIE EDUCATION CENTER TO BE USED TOWARDS
POOL & SPA INDUSTRY EDUCATION

CONTEST INCLUDE:

- HOLE IN ONE—150 YARDS
- PRIZE—\$30K CASH
- PUTTING—50 FEET
- PRIZES—\$10K CASH
- LONGEST DRIVE
- CLOSEST TO PIN
- GOLF BALL LAUNCHER
- SKIRT HOLE
- PICK A CLUB HOLE

DARKHORSE GOLF CLUB

FPSIE

CERTIFIED POOL OPERATOR (CPO) TRAINING COURSE



Learning Objectives:

- State, federal & health regulations
- Disease control & accident prevention
- Liability & risk management
- Filtration systems & recirculation
- Pool chemistry, water balance, disinfecting & testing
- And more

Instructor
Michael Orr

Who Should Become Certified?

Maintenance, staff and management; engineers; commercial pool owners; Health Department staff; retail and literally everyone involved in swimming pool/spa operation.

Dates/Times:

October 16-18, 2018
16th – 12:00 pm – 4:30 pm
17th – 8:30 am – 4:30 pm
18th – 8:30 am – 4:30 pm

Course Details:

- Course workbook provided
- Certification accepted by most local and state authorities
- Learn using interactive Technology
- Successfully pass exam and earn CPO Certification and Continuing Education Units (CEUs)
- Lunch and refreshments

Place: FPSIE, Inc.

598 Display Way
Sacramento, CA

Cost: \$389

Associate discounts available

Register Online
www.fpsie.org



For more information, contact us at (916) 922-8895 or info@fpsie.org

WE'RE QUITTING THE INTERNET

WHEN YOU'RE STRONG,
WE'RE ALL STRONG.

We're all in this together. That's why we're making the bold move to prohibit the sale of ALL Jandy® Pro Series equipment online. We started the industry's first trade series policy back in 2014, and this year we're going all in to level the playing field so you and your business can thrive.



Jandy
Pro Series

TALK IS CHEAP. WE'RE TAKING ACTION.

OUR NEW TRADE SERIES EXCLUSIVE POLICY TAKES EFFECT JANUARY 1, 2019.
HERE ARE JUST A FEW OF THE WAYS WE'LL BE SUPPORTING YOU.



1. We will prohibit the online sale of ALL Jandy Pro Series equipment.



2. We will not provide a Manufacturer's Warranty on Jandy Pro Series equipment purchased online.



3. We are actively promoting pool professionals and making it easier for consumers to find them for their equipment purchase, installation and service needs.



4. We will monitor the Internet 24/7 and encourage pool pros to report policy violations at enforcement@zodiac.com.



5. We reserve the right to refuse to sell Trade Series Exclusive products to any distributor or dealer in violation of our policy.

WHAT YOU CAN DO:

- Report policy violations at enforcement@zodiac.com
- Drive support for the Jandy Pro Series equipment line

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ARE YOU JANDY STRONG?

GO TO JANDY.COM/STRONG FOR DETAILS.



TRAINING SEASON
2018 - 2019

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 25-26, 2018

7:00a - Registration

7:30a - Continental breakfast

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

LUNCH WILL BE PROVIDED

SPECIAL HOTEL DISCOUNT

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

King OR 2 Queen Beds

10/24-25	10/26	10/27
\$55.00	\$110.00	\$110.00
(each night)		

RESERVATIONS

Silver Legacy Resort Casino

407 N. Virginia St. - Reno, NV

Call **800-687-8733** and reference **PENT18** or [book online](#).



QUESTIONS? Call 1-888-755-7946

Pentair Education Fund

This training qualifies for reimbursement through the Pentair education fund that 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, 2019, for 2018 training fees. Reimbursements will be made at the April chapter meeting.




OCTOBER 2018



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

Christmas Party December 14!!!

NOVEMBER 2018

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4 	5	6	7 CVIPSSA Chapter Meeting	8	9	10
11 	12	13	14 CVIPSSA Board Meeting	15	16	17
18	19	20	21	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

Capital Valley IPSSA Chapter - Board of Directors

<i>Scott Houseman, President</i>	(916) 638-4100	scott@leisuretimepool.com
<i>Bill Palmer, Vice President</i>	(916) 202-6389	bill@allamericanpools.org
<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>Mike Assenza</i>	<i>Membership</i>	(916) 837-8525	mike@rivercitypoolcare.com
<i>Chuck Catilus</i>	<i>Sick Route Chairman</i>	(916) 759-7097	ckpoolservice@surewest.net
<i>Jerry Houseman</i>	<i>Program Chairman</i>	(916) 396-1988	jerry@leisuretimepool.com
<i>Mike Assenza</i>	<i>Newsletter</i>	(916) 837-8525	mike@rivercitypoolcare.com
<i>Larry Hughes</i>	<i>Safety Chairman</i>	(916) 715-4688	Larryspoolsvc@yahoo.com
<i>Marian Pliczka</i>	<i>Website</i>		service@rosevillepoolservice.com
<i>David Hawes</i>	<i>Region 1 Director</i>	(925) 828-7665	info@hhpools.com
<i>Rose Smoot</i>	<i>IPSSA Corporate</i>	(888) 391-6012	rose@ipssa.com
<i>IPSSA Financial</i>	<i>Cramer & Associates</i>	(888) 391-6012	melody@cramercpa.com
<i>Arrow Insurance</i>		(800) 833-3433	
<i>Carole Dittmer</i>	<i>FPSIE Education Center</i>	(916) 922-8895	carole@fpsie.org
<i>Jennifer Farwell</i>	<i>APSP</i>	(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	abaker@aquasalt.com
Aztec Solar	Jack Stanger	(916) 853-2700	jack@aztecsolar.com
Burkett's Pool Plastering	Jason Steenburgh	(209) 595-6016	burkettsjason@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	Jacqueline Kitchens	(559) 321-3857	jkitchens@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	Pat Smith	(916) 899-0915	psmith@naturalchemistry.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
PoolRx Worldwide, Inc.	Jordan Bouey	(949) 257-9050	jordan@poolrx.com
Ray-Pak	Matt Anderson	(916) 767-8185	Matt.Anderson@raypak.com
SCP, Rancho Cordova	Eron Bennett	(916) 635-7374	4362@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	Jeff Moscoe	(707) 533-5136	J.moscoe@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.