



Mark your calendar!

Next Chapter Meeting:

September 5, 2018

**VFW Hall
8990 Kruitof Way
Fair Oaks, 95628**

**6:30 Dinner
7:00 Meeting**

Upcoming Meetings & Events:

SSGA - September 14-16

PIE - September 20-22

**October 3
American Leak Detection**

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CAPITAL VALLEY IPSSA CHAPTER

Water Watcher

SEPTEMBER 2018

Featured Speaker for September IPSSA President and Region 1 Director

David Hawes is currently serving as the President and Region 1 Director of IPSSA. He is also the president and CEO of H & H Pool Services, Inc. His company operates in the San Francisco Bay Area and services approximately 600 accounts weekly. David started his company at age 12, and is in his 48th year of operation.

He graduated with honors from Menlo School of Business Administration, and holds a BS degree in Business Administration. David has been teaching business seminars for pool service company owners for 30 years to help the industry improve profit and professionalism. He is a frequent contributor to articles for several trade publications.

He has been married for 36 years to wife Paulette, and has two children, Garrett & Ashlee, and two grandchildren.

David J. Hawes
President & CEO
H & H Pool Services, Inc.
6398 Dougherty Rd. Suite 35
Dublin, CA 94568

Office: 925-828-7665
Fax: 925-905-5831
E-Mail: david@hhpools.com



License # 539030 C-61

H & H POOL SERVICES, INC.



Capital Valley IPSSA Presents 9th Annual Santa's Summer Getaway Sly Park Recreation Area September 14-16, 2018 Registration Form



Dates: Friday afternoon through Sunday afternoon, September 14 - 16, 2018

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.

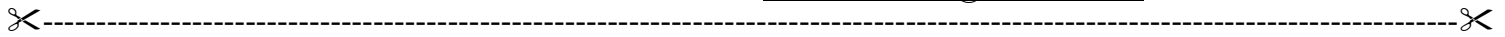
New This Year: Build Your Own Pizza for Saturday Lunch!

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

There is room for up to 12 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 8/17/18 – Refund available until that date

Need More Info: General Info: Jack Emlay at jjemlay@comcast.net
Reservations: Shaleen Stevenson at hotwaterworks@hotmail.com



Names of all campers: _____

Contact person e-mail address: _____ Phone: _____

Free T-shirt for every camper registered & paid by 8/17/18 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

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

Be sure to wear your shirt or tank top from a prior Santa Summer Get Away to the September Chapter meeting, and you can win a FREE registration to the 2018 Santa's Summer Get Away.



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

- ◇ **Blake Sales** - bottles of algacide & clarifier.
- ◇ **Hasa** - 8 cases of chlorine and phosphate remover.
- ◇ **Pentair** - hats and t-shirts.



Membership

Perfect Attendance Awards for attending all meetings during the year.

September is the 3rd meeting in the 3rd quarter. You must attend the August or September meeting to avoid a fine.

For membership information please contact:

Mike Assenza
Membership Chairman
916-837-8525
mike@rivercitypoolcare.com

For Sale:

Polaris 360 - \$385

Scott Houseman, 916-638-4100



Santa's Summer Getaway

It's hard to believe it's almost pool season and you are probably gearing up for a great and busy season. We just know that at the end of it, you will be looking for a place to relax and recuperate. Well, do we have a deal for you!

Santa's Summer Getaway will be September 14-16 at Sly Park, **Group Site 3**. We have changed sites this year so we will have room for up to 12 rigs and plenty of tent space. As RV spaces are limited (but not nearly as much so as last year) sites will be reserved as paid registration is received. The reservations are not site specific, and will be on a "choose as you arrive" basis.

As always, your camping fee of \$40 per adult, \$20 per child (5 and under free) will include Friday and Saturday dinners and dessert, Saturday and Sunday breakfast, plus a T-shirt for every camper whose registration has been paid by August 17.

And if that isn't enough, there is something new this year – Make Your Own Pizza for Saturday lunch. That's right – we will have pizza dough and more than a dozen toppings to add on and then we will bake them right at the camp site!

Add on to that campfires, smores, the lake, crafts, horseshoes, great company and lots of time to relax and you probably think it can't get any better.

Not a camper or can't make the whole weekend – that's OK. You can also come for just Saturday for \$25 for adults, \$15 for kids.

Still not convinced – check out pictures from previous years at cvipssa.com and click on the Events link.

Hayward Acquires Paramount

Hayward Industries, Inc. announced it has signed a definitive Purchase Agreement to acquire Paramount Leisure Industries, Inc.

Hayward Industries, Inc. is a leading global manufacturer and marketer of residential and commercial pool equipment and industrial flow control products.

Paramount Leisure Industries, known as Paramount Pool & Spa Systems, is a world leading supplier of in-floor pool cleaning systems, as well as innovative pool sanitization products including UV systems and Ozone systems, energy efficient white goods, lighting, and other pool/spa products. Paramount will continue to operate as an autonomous business under the Paramount name with the same structure, management team, sales force, customer service and operations personnel it has today.

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 - Would create a 2 year statute of limitations for claims of non-payment of workers' compensation by contractors. (Enrolled and sent to Governor 8/24/18)

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. (Approved and sent to be enrolled 8/31/18)

Want an Extra \$150?

It is easy, just attend the next CVIPSSA chapter meeting... If your name is selected, then you win!!! Since there was no winner at the August meeting, the prize is \$150 for the September meeting.



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

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

FUNDRAISER 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

What does a Pool Professional have in common with a Jedi Knight? TRAINING!

And where can a Pool Pro go for training?

POOL INDUSTRY EXPO XXXII!

WITH MORE THAN 80 HOURS WORTH OF PRACTICAL TRAINING FOR PROFESSIONALS WHO BUILD, REPAIR OR SERVICE POOLS AND SPAS,
POOL INDUSTRY EXPO XXXII
IS THE PLACE TO BE!
SEPT. 20-22, 2018
IN BEAUTIFUL

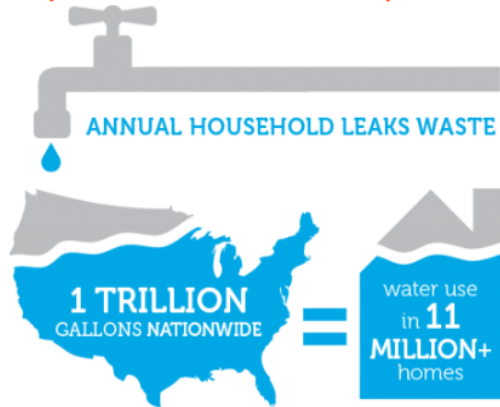
You Could Win A Trip To Hawaii Or A \$1,000 Cash Prize!

Monterey CALIFORNIA

For Information, Call:
650-323-7743
Register Online At:
www.poolindustryexpo.com

PENTAIR GOLD SPONSOR

Did you know? Small household and pool leaks can cause big waste.



We're Presenting!

Monte will be doing a short presentation on leaks and detection at our **October 3rd** chapter meeting. Find out more about household leaks and how to fix and prevent them. We'd love to see everyone there and we hope you enjoy the presentation.

Thank you,

From your friends at American Leak Detection:

Monte Routon-General Manager
Amanda Gedda-Marketing Manager
Kelly Alhona-Office Manager
916-331-6443
sacleakdetection@gmail.com

PENTAIR

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

QUESTIONS? Call 1-888-755-7946

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 800-887-8733 and reference **PENT18** or [book online](#).



Service Loyalty Rewards

Rake Up Some Green When You Choose Hasa Deposit Sani-Clor

Service Companies Earn \$25 for Every 100 Cases Purchased (See below for details)

Sign Up Today to Receive Your **FREE** Registration Gift

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.

Hasa Service Loyalty Rewards Registration

New Registration

Re-Register (only necessary if information has changed)

(Company Name)

(Street Address)

(City)

(State)

(Zip)

(Mobile Phone)

(Business Phone)

(Owner/Contact Name)

(Business/Owner E-Mail Address)

(Website Address)

Yes, I would like to receive discounts, promotions and program reminders throughout the year

Yes, I would like to receive the monthly Hasa digital newsletter

My business services _____ pools.

I am a member of (check all that apply)

APSP

IPSSA

UPA

Other: _____

Primary Distributor: _____

City: _____

Print Name: _____

Signed: _____

Date: _____

SEPTEMBER 2018



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

Santa's Summer Getaway September 14-16!!!

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 - Reno	26 Pentair - Reno	27
28	29	30	31 			



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	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	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.