

CAPITAL VALLEY IPSSA CHAPTER

Water Watcher

FEBRUARY 2017

Presidents Message

Mark your calendar!

Next Chapter Meeting:

February 1, 2017

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

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

Upcoming Meetings & Events:

**March 1, 2017
April 5, 2017
May 3, 2017**

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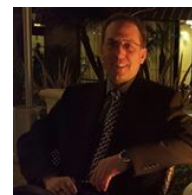
Have a great February!

Last month was wet with all the rain, but it can still be a profitable month! The rain has increase potential work for our industry. An example being more one time clean ups. Even if you service the pool, there should be a charge to your customers if the rain flooded the pool, there is not enough profit in service to pay for it on your tab. Another profitable job has been installing drain hose bibs at the equipment pad to drain the pool. Rain days are great days to work out your business plan for the year as well! Every year you should make time to evaluate what last year's profits, losses, and did last year meet your expectations. Did you make enough profit to cover all your expenses, including your salary, future business development, and retirement? If not, you need to adjust product margins and look at labor losses. This year I have been seeing an increase in some of the products coming from our suppliers. You will need to adjust your margins on the sales you are making to keep up with the changes this year to maintain a profit margin the makes since. Remember, this is a business and it is important that you know exactly to the penny if a job will make the profit you need. If it doesn't, you are better off to pass on that job and work on one the fits your business model!

'Til next time, keep it clear,

Scott Houseman
President

scott@leisuretimepool.com



A Message from Monte...

I wanted to thank Capital Valley IPSSA for letting me give a presentation at your last meeting. It was a good discussion, with a lot of great questions about swimming pool and plumbing leaks. If anyone ever has a question about pool leaks, or is trying to solve a problem with an air leak in a pump, please don't hesitate to ask me.

I wanted to remind everyone, since it has been a while since we have had so much rain in the area, to be very cautious when draining a pool. The soil is going to be very saturated around the pool structure and draining a pool runs the risk of possibly "floating" or "popping" the pool shell out of the ground, due to the surrounding hydrostatic pressure. The weight of the water inside the pool is keeping the pool in the ground when there is standing water on the outside of the pool shell. When a pool is emptied during these conditions, the water in the ground wants to force the pool structure up. It is the same concept as forcing an empty bucket down into a full pool, you have to physically hold the empty bucket in place to keep it from popping back up. If the pool has a hydrostatic relief valve at the drain, then that valve is designed to release the water pressure into the empty pool, avoiding the dreaded "floating" of the shell, but not many pools have a hydrostatic valve. Every situation is different and many factors can affect the surrounding ground water, be cautious and use common sense when draining a pool!

Thanks,
Monte Routon

AMERICAN LEAK DETECTION SACRAMENTO



The **Original** Leak Specialists (916) 331-6443 (916) 765-5734 (cell)
www.americanleakdetect.com monte@americanleakdetect.com

Educational Opportunities:

PENTAIR TRAINING SUMMITT

Wed & Thurs March 1st & 2nd from 7:30am
until 5pm

Hilton Sonoma Wine Country.
(training & lodging) off of Roundborn Rd on north
end of Santa Rosa
3555 Round barn Boulevard
Santa Rosa Calif 95403
707 523 7555 \$145.00 per nite plus tax.
(pentair17 is code)
www.pentairtraining.com

\$125.00 includes service manual, tools, & lunch

Pentair will be having a welcoming reception
(appetizers & drinks) on Tues night Feb 28th at
6pm.

Leisure Supply

We are having our Open House event Feb 23, 2017 at
our branch in Sacramento. There are 50 manufacturers
and vendors with booths. We have 6- 1 hour classes, food
from Hickory Hanks Bbq and prizes including a Big Screen
TV and tools! This is the biggest event of the year in our
area. Every attendee will get a shirt, can eat, will see the
latest in pool equipment, will eat and have a chance to
learn something to better themselves in their business.

Jason Guthrie
Leisure Supply #57
4660 Pell Drive Unit A
Sacramento CA 95838
916-742-9032 cell
916-614-9500 bus.

You are invited to our



SACRAMENTO

Open House

**THURSDAY
FEBRUARY 23, 2017**

3:00 PM - 7:00 PM

Valuable Prize Drawing!

Over 40 Vendor Booths
for POOL & HEARTH PRODUCTS CUSTOMERS

Food!

Classes!

**SPECIAL
MANUFACTURER
DISCOUNTS**
This night
only!

*Bring your Pool
and Hearth Industry friends!*

4660 Pell Street, Unit A, Sacramento, CA 95838
Ph 916-614-9500 • Fax 916-614-8929



JOIN US IN SANTA ROSA

FOR THE 2017 PRODUCT TRAINING SEMINAR

Come join the Pentair Training team and your favorite Pentair representatives for an extraordinary learning event! This two-day workshop will offer many courses, including: advanced Automation, Hands-on Heater Troubleshooting, Pentair Lighting, Automated Chemical Controls, SuperFlo and IntelliFlo pumps 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 at the door!

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!

EVENT INFORMATION

COST \$125.00

WHERE... HILTON SONOMA WINE COUNTRY

WHEN March 1-2, 2017

7:30a - Registration (**on 3/1**)

8:00a - Continental breakfast

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

REGISTRATION

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

HURRY! Class sizes are limited.

SPECIAL HOTEL DISCOUNT

Pentair has secured a special discounted rate at the Hilton Sonoma Wine Country.

Feb. 28 & Mar. 1..... \$145/night + 14.195% tax

RESERVATIONS

HILTON SONOMA WINE COUNTRY

3555 ROUND BARN BLVD.
SANTA ROSA, CA 95403

Book via phone: 800-486-1542

Group name: "PENTAIR AQUATIC SYSTEMS"
Group code: "PENT"

Book via internet: <http://www.hilton.com/en/hi/groups/personalized/S/STSSCHF-PENT-20170227/index.jhtml>

OR: www.HiltonSonomaHotel.com
Group code: "PENT"

Book by January 28, 2017

WORKSHOP QUESTIONS? Call 1-888-755-7946.



Registration Now Open for Fishing with FPSIE

Registration for the second 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. The event, which is hosted in Collin's Lake, California, will be held March 24th through March 26th, 2017. 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](http://fishingwithfpsie.org)

February

February 6 - Hayward Pool Products - Variable Speed Training

February 27 - Hayward Pool Products - Omni Logic Automation

March

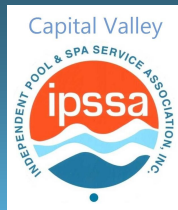
March 9-11 - Western Pool and Spa Show - Long Beach

March 14 - Hayward Pool Products - Filters and Cleaners

March 24-26 - Fishing with FPSIE: A Poolman's Fishing Derby

March 28 - CPSA - California Pool and Spa Industry Day at the State Capitol

March 28-30 - Zodiac Pool Solutions - Zodiac Academy Training



Capital Valley IPSSA Chapter Meeting

Wednesday
February 1, 2017
6:30 Dinner
7:00 Meeting

Featuring
Advanced Pool Coatings
Rocco Radogra

Rebates:

<http://www.zodiacpoolsystems.com/rebates>

<http://www.polarispool.com/rebates>

Chapter Standing Rules at www.cvipssa.com

Sick Route

Sick Rout Cards PAST DUE!!
See www.cvipssa.com to check your status

Thank you for your support!

Chuck Catilus
Sick Route Chairman
(916) 759-7097

Membership

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

Perfect Attendance Awards for making all meetings during the year.

February is the **2nd** meeting of the **1st** quarter. You must make at minimum 1 meeting per quarter to avoid fines.

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

- 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 to submit your Free classified ad)

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

contactus@pollywogpools.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!



FEBRUARY 2017

SUN	MON	TUE	WED	THU	FRI	SAT
			1 CVIPSSA Meeting	2	3	4
5	6	7	8 CVIPSSA Board Meeting	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23 Leisure Supply Open House	24	25
26	27	28 Pentair Training Santa Rosa				

MARCH 2017

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

Capital Valley IPSSA Chapter

Insurance Membership Education Networking Friendship



www.cvipssa.com

www.facebook.com/CapitalValleyIpssa

Newsletter Editor:

Jillian Simon

Phone: 916-952-3750

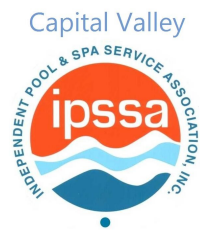
contactus@pollywogpools.com

Capital Valley IPSSA Chapter - Board of Directors

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

Other Important Contacts

<u>Mike Assenza</u>	<u>Membership</u>	<u>(916) 837-8525</u>	<u>mike@rivercitypoolcare.com</u>
<u>Chuck Catilus</u>	<u>Sick Route Chairman</u>	<u>(916) 759-7097</u>	<u>ckpoolservice@surewest.net</u>
<u>Jerry Houseman</u>	<u>Program Chairman</u>	<u>(916) 396-1988</u>	<u>jerry@leisuretimepool.com</u>
<u>Jillian Simon</u>	<u>Newsletter & May Table-Top BBQ</u>	<u>(916) 952-3750</u>	<u>contactus@pollywogpools.com</u>
<u>Larry Hughes</u>	<u>Safety Chairman</u>	<u>(916) 715-4688</u>	<u>Larryspoolsvc@yahoo.com</u>
<u>Marian Pliczka</u>	<u>Website</u>		<u>service@rosevillepoolservice.com</u>
<u>Brian Duncan</u>	<u>Region 1 Director</u>	<u>(510) 325-9863</u>	<u>brian@pppsinc.com</u>
<u>Amy Nijjar</u>	<u>IPSSA Corporate</u>	<u>(888) 360-9505</u>	<u>anijjar@ipssa.com</u>
<u>IPSSA Financial</u>	<u>Cramer & Assoc</u>	<u>(888) 391-6012</u>	
<u>Arrow Insurance</u>		<u>(800) 833-3433</u>	



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
Advanced Pool Coatings	Dave Walter	(916) 773-1883	dave@advancedpoolcoatings.com
Alpha West	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
Blake Sales Associates	Brian Duyanovich	(916) 529-0806	bduyanivich@blakesales.net
Backyard Commercial Sales	Kirk Wissbaum	(503) 804-9303	kirk_w@bcsreps.com
Chem-Quip	Mitch Miles	(916) 257-2669	mitch@chemquip.com
Classic Pool Finishing	Steven Beverage	(916) 797-0110	allcities@hotmail.com
Contactors 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
HASA Chemicals	Dave Shepard	(916) 949-2662	daveshepard@hasapool.com
Hayward Pool Products	John Adams Handy	(800) 663-3355	jhandy@haywardnet.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
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
Premier Pool & Spa	Louie Nava	(916) 346-0595	Lnava@ppas.com
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
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