

# Water Watcher

MARCH 2013

March 6, 2013 8990 Kruitof Way, Fair Oaks, 95628

Dinner 6:30 pm Meeting 7:00 to 9:00 pm

UPCOMING SPEAKERS

March
Pentair - Perfect
Attendance

April Hayward

May Table Top

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**Numbers** 

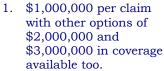
**Supporters** 

## President's Message

IMPORTANT PLEASE READ THE FOLLOWING...

The May Table Top date has been moved to the first Wednesday in May. The date is now Wednesday May 1st not Friday the 3rd. The decision was made to move it back because there was not enough time to work with chapter supporters and vendors on the new date change. We are hoping by next year to work with everyone to move the date and time to work better for our chapter member's wishes, to not have it on a school night or a busy work day. Please let us know if you have any feedback. We are looking to improve the attendance. time for classes and the event itself. We are also interested in bringing other chapters into this event for participation that will benefit all of us. Last year was a great success, and this year will be too. I look forward to seeing everybody there. The next important item to

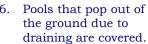
discuss is our coverage by arrow insurance and the importance of being a member of IPSSA. At the 2013 IPSSA Leadership Conference, Ray Arouesty, President of Arrow Insurance Services Inc. discussed several things. I just want to mention a few of the important items he discussed. Why being apart of IPSSA and continuing to use Arrow Insurance instead of the alternatives.



- Pollution coverage/ 2. Haz-Mat we have. This is excluded with other groups. Great example, the Hooters Casino Resort in Las Vegas had the Rola-Chem failure that resulted in personal injury, this ended with that insurance company refusing to pay for damages due to their exclusion citing that chlorine is a toxic substance. Our insurance would have covered this.
- 3. Accident Medical Coverage \$5,000 for injury to any regular member, excludes employees. Any injury on your customer's property, dog bites, falls, chemical injury, etc. Even if you have no medical insurance this pays the deductible if personal medical insurance applies. The deductable would be paid. Not available anywhere
- 4. Up to \$3,000,000 in coverage per member separately. The other groups share one limit with all members.
- 5. Pool Inspection Coverage. Covers you for your opinion regarding pools and equipment.

  No where else is this

available.



- 7. Mold clean up is covered. This is coverage that extends beyond covered water loss claims. Nobody covers this
- 8. Faulty workmanship, damage to plaster, tile, or equipment. We are covered. Can't find this anywhere else.
- 9. Lost keys/ Re-keying expense. Nobody has this but we do.
- 10. Life insurance coverage \$50,000 includes illness and accident. Nobody has this.

Ray is constantly working to make our organization better. He started the scholarship program to further education in our field to include any member to get as much education as they need to better themselves and their business. He is also working to improve protect and add more coverage all the time. We need to help. The best way to help is Loss control. Read the claims reports to learn

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DETECTION



rom mistakes of others. I have this report if anyone would like a copy. Help out the new guys. Make sure to mentor them and help them to make better decisions about what not to do. If you're the new guy please don't be afraid to ask for help. Any one on our board has the experience and can point you to others with the same abilities to help. Giving help and asking for help can not only save our organization from having claims but can save lives. There was a member death in 2009 from opening a filter under pressure that resulted in the lid blowing off and causing the subsequent death. This could have been avoided by making sure the equipment was shut off and opening the air relief on the filter prior to opening the filter. Sharing this knowledge with a new guy could save them. Please do what you can to help.

Our chapter offers Sick Route coverage, which has been a benefit to several of our members over the past several years. Thank you for everyone's participation in this program. There is no other industry or organization that does this.

Capital Valley IPSSA is the biggest chapter in the region and we get the attention from our chapter supporters for this reason. We have to do what we can to continue being a dominate chapter. Please take advantage of the \$50 referral program and bring in some new members to share in all that Capital Valley IPSSA has to offer.

Chapter events, such as The May Table Top, The Santa Summer Getaway, and the Annual Christmas Party. These are events that help us network and build relationships with our chapter supporters. Please sponsor your chapter by attending these events; it will benefit you or your business to make to all of these events.

IPSSA meetings make great forums for notifying members of changes to laws, codes, regulations as well as current events and updates with manufacturers, suppliers and other chapter supporters. This is the best way to stay on top of news in our industry and trends that can affect your business. Please make sure to make it

to every meeting. Not to mention the raffle prizes from our chapter supporters are pretty great too.

Monte from American Leak Detection provides pizza from Round Table Pizza for most of our meetings. Thank you so much Monte we really appreciate it.

Pentair will be hosting this months meeting. They will be providing food giving information packed presentation, as well as giving out the perfect attendance awards. So if you are one of our perfect attendance recipients please be in attendance, you will be surprised at what Pentair is giving out.

We are looking for a new Region One Director, any IPSSA member not already holding an officer position in any chapter is eligible to be nominated. If you like to travel and would like to volunteer for a great and prestigious leadership position this is just for you. Please let me know if you would like to be nominated. On the second Tuesday in April we will be meeting and voting on a new Regional Director at Sudwerks restaurant in Davis.

The meeting in April will be hosted by John Adams Handy and Hayward Pool Products. Don't forget about the May Table top Wednesday May 1<sup>st,</sup> it will count as a meeting for our chapter. We are also looking for volunteers to help with this event. Please call me or sign up at our chapter meetings this month and the next.

Larry Hughes is back from Sick Route. Welcome back Larry, were glad your better. Thank you very much to everyone for their help on Larry's pools. The care taken on his customers' pools was excellent. There were almost no issues. Good job.

Please don't forget to start checking your chlorine stabilizer levels and the rest of your pool chemistry on all your customer's pools this month. This month is the start of the swimming season and most of us start spring conditioning between now and April. Make sure to charge accordingly to cover your costs for the season. Some companies charge one flat fee or charge by the pound or scoop. Don't be afraid to ask other

members for advice on how to go about spring conditioning. Good Luck. Make sure that chemistry is perfect, more and more customers' double check their service guys work to make sure their getting their monies worth.

Congratulations you made it through the longest Presidents letter ever. Thanks for reading it all the way through. The information you just read has changed your life and has left you better off than you were. We are all in for a great swim season that will be fantastic, positive, and lucrative the whole way through. Be ready for a busy season. Hope to see everyone at this month's chapter meeting. Enjoy the weather.

"Keep up the good work"

Sincerely, Gregg Simon President (916)879-6923 Gregg@pollywogpools.com



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...(send an email to jneronde@yahoo.com to include your classified ad)

### **VAC-ALERT FOR SALE**

The chapter has a VA-2000L we need to convert to cash.

Wholesale is \$499.00. We are asking \$400.00. Contact Jack Emlay, 530-644-7750, JJEMLAY@COMCAST.NET.

## **Sick Route Corner**

Congratulations! All Sick Route Summary Cards have been turned in.

Larry is back from Sick Route and appreciates all your hard work!



#### Poolman's 2013 Fishing Derby Registration Information

#### **EVENT DETAILS**

Dates: Friday, March 22 to Sunday, March 24, 2013

Place: Collins Lake, Browns Valley, CA. Map and specifics available at www.collinslake.com

Arrival Time: No Earlier than 1 PM Friday March 22 Departure Time: Checkout is at NOON on Sunday March 24

A Pool/Spa Industry Event: There must be at least one person in your group that is affiliated with the swimming pool/spa industry. All attendees participating in the Fishing Derby are required to pay the appropriate fees. Parental supervision is required for all children attending.

ALL reservations for the event will be handled by the Derby Committee
YOU SHOULD NOT CONTACT THE LAKE DIRECTLY - YOU WILL PAY HIGHER FEES!

#### ATTENDEE'S DETAILS

Company				Primary			
Name:				Contact			
Mailing							
Address:				City		Zip	
Phone:	-			Fax			
				the same of the sa	Tot	tal	
E-Mail	,				Atten	ding	
1-Free Comm		T-Shirt is av	ailable for e		ttending		
List Quantity	Small	Med	LG_	XL2	XL	3XL	

<u>Space is limited!</u> Please submit your completed Registration Application as soon as possible! Contact Information:

The Poolman's Fishing Derby Committee

Chris Ballard 909.816.7007 or Rick Sauvageau 925.478.0917 ·

Voicemail -530-350-7659 - FAX - 916-496-9100 - E-mail - thepoolmansfishingderby@yahoo.com

Mailing Address - P.O. Box 7861, Auburn, CA 95603

Registration Deadline is: Friday, March 15

Schedule Fee Form must be attached to this form and submitted at the same time

#### Insurance Membership Education Networking Friendship



Newsletters are being sent out via e-mail! If you do not receive a newsletter via e-mail its because the IPSSA financial office does not have your e-mail address. Please e-mail me at jneronde@yahoo.com and I will be sure to add you to the list.

#### Capital Valley IPSSA Chapter

Jennifer Neronde Phone: 916-225-2196

E-mail: jneronde@yahoo.com



#### Capital Valley IPSSA Chapter Board of Directors

#### Gregg Simon, President (916) 879-6923 gregg@pollywogpools.com Larry Hughes, Vice President (916) 715-4688 Larryspoolsvc@yahoo.com Jim Severin, Secretary (916) 723-4689 Jack Emlay, Treasurer (530) 644-7750

#### **Other Important Contacts**

David Durkin-Region 1 Director (925) 757-1311 **IPSSA Corporate Offices** Vicki Lester (888) 360-9505 www.ipssa.com **IPSSA Financial Offices** Cramer & Associates (888) 391-6012 sue@cramercpa.com Linda Eggers, Membership (916) 521-7168 Karl Eggers Sick Route Chair (916) 521-7168 karl@deepbluepool.com Karam Singh, Safety Chair (916) 952-3408 George Stevenson, Program Chair (916) 863-1700 Jennifer Neronde, Newsletter (916)225-2196

## **Please Patronize Our Chapter Supporters**

Adams Pool Specialties	.Jason Ladd	. (916)	416-4345
American Leak Detection	Monte Routon	. (916)	331-6443
AQUASALT, LLC	Susan Flowers	.(866)	549-7665
Aztec Solar	Jonathan Gemma	.(916)	853-2700
Blake Sales	Ron Eger	.(360)	970-3233
Bullseye Leak Detection	Daniel Spatz	.(916)	216-7566
Contractors State License Services	Mary Birch	.(818)	458-7842
	Patrick Raney		
General Pool Supply	Jennifer Wilson	.(800)	722-7946
HASA Chemicals	Rick Sauvageau	. (925)	478-0917
Hayward Pool Products	John Adams Handy	.(800)	663-3355
Jandy/Polaris/Zodiac	Jade Nicol	.(916)	826-1787
Leisure Supply Company	Tristen Traynor	.(916)	614-9500
Natural Chemistry	Pat Smith	.(707)	775-5517
Orenda Technologies	Patrick Storm	.(916)	690-6894
Pentair	Lorne Early	.(916)	284-9774
Pool Covers, Inc	Cheryl MacLennan	.(800)	662-7665
Premier Pool & Spa	Louie Nava	.(916)	346-0595
	Rick Witt		
Recreation Sales	Kirk Wissbaum	.(503)	804-9303
Sales Link	Chuck Stetler	.(775)	445-9915
SCP, Rancho Cordova	Eron Bennett	.(916)	635-7374
SCP, Rocklin	Ernie Weigum	.(916)	408-2700
	Jeff Smith		
Zodiac Pool Systems, Inc	Nick Woodson	. (925)	357-7731

Chapter Supporters if your name is not on this list and you believe it should be please contact our program chairman George Stevenson (916) 863-1700.

If you are a Chapter Supporter and are interested in submitting monthly articles, or news, please e-mail info and artwork to Jennifer Neronde at jneronde@yahoo.com. The deadline is the **20th** of the month for the following months issue. Thank you.



Payment Type	
Check Number	Amount
Credit Card Type	MC VISA Discover AMEX
CC Number	
CC Expiration	Security Code
Name on Card	
Billing Zip Code	

es and Services				
Registrants Name				
Per Collins Lake rules: The camping fees are based on 1 vehicle and 4 people per site, maximum 2-vehicles and 8 people per site.				
charged an addtional fee per the schedule below.				
nner); Sunday (Continental breakfast). Derby will provide Bottled				
Total Number of Sites:				
Total Nights Stay				
Total Number of RV/Camper Sites				
Total Nights Stay				
Total Number of Cabins				
Total Nights Stay				
Total Number of Rental Trailers				
Total Nights Stay				
Total Camping Fees				
Total Number of People				
_ ,				
Total Day Use Fees				
Total Boat & Mooring Fees				
TOTAL DUE				
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**EVERYONE MUST REGISTER - NO REFUNDS**