

Water Watcher

MARCH 2014

Mark your calendars!

MEETINGS:

March 5th 2014
8990 Kruitof Way, Fair Oaks, 95628

Pentair
6:30 pm Dinner
7:00 -9:00 pm Meeting

UPCOMING:

April 2nd, 2014 Hayward

Friday May 2nd, 2014
May Table Top and BBQ

June 4th, 2014

President's Message

Finally we are seeing some rain, but it is not going to amount to much. This rain is a drop in a bucket that has been totally empty. We sit currently at 23% of our normal rainfall for this time of year. The snow pack in the Sierras is sitting on very dry soil which means that when the snow begins to melt most of it will absorb into the ground with very little water shed into the streams, rivers, and reservoirs. Scientist are predicting that most of 2014 will be very dry and arid, which means that our fresh water supply will be depleted through out the summer in many areas of California. This will cause heavy water restrictions, fines and panic among most of the water bill paying public.

CPSA is working with a PR firm to inform the media, water municipalities, and the government on the correct treatment of the general public, swimming pool professionals, and builders on the fair treatment of all of us until we can get through this crisis. Please do what you can to support CPSA, in this fight. Let them know of anything you witness as unfair treatment, and help raise money to support their grass routes effort to protect all of us. IPSSA has donated \$15,000 to CPSA to help lead the fight. That donation was matched by one of our chapter supporters, Premier Pools. This has started the ball rolling. Service companies like Sacramento's Swim Chem and builders like Courage Pools also made donations to help. CPSA, IPSSA, APSP, and FPSIE are all working together with others on a joint Drought Task Force to use as a forum to discuss this crisis and implement plans on fighting unfair licensing, tax and penalty fees and fines. Their goal is to prevent the drought from having an unfair economic impact on our industry.

Please do what you can to help. Lets all cross our fingers and hope for the best, because there may be a silver lining after all of this. Scientists are predicting that we will end our 3 to 4 year drought with the return of El Nino, which means that we will be seeing rain coming down in buckets. When we are in that type of weather pattern, it is real good for the swimming pool service and repair industry.

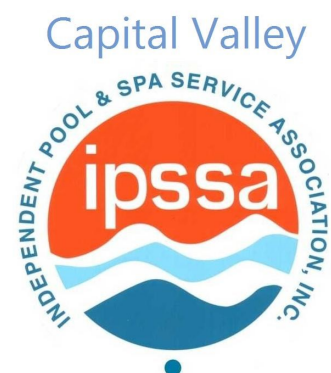
With drought concerns being on our minds, they are also on the minds of your customers. Be ready for lots of questions. I am hoping to see some literature soon from The Drought Task Force that will help us inform our customers on what we as swimming pool professionals, and they the pool owners can do to conserve water while keeping the swimming pool going throughout the season.

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Here are some water conservation tips that will help:

- ◆ Since you're in your customers' yards every week you will see areas of landscaping that are being over watered with bad controller run times, with faulty sprinkler heads, leaking valves or plumbing. Notify the customer of these issues and in some cases you may be able to help fix the problems depending on your level of expertise in these areas.
- ◆ With swimming pools, although not the biggest, evaporation consumes water. It is very important to promote covering the pool with a cover of some sort. Solar blankets decrease the evaporation the best, but are the hardest to remove. Solar Sun Rings are the next best thing to this, and are much easier to remove. There are also Liquid Covers in a bottle that work well to that give you some reduction in evaporation. Evaporation prevention is the goal with these products, but they also aid in energy conservation. They prevent heat loss at night and reduce the heating costs of swimming pools.
- ◆ Check your customers' equipment pads for leaking pipes, pumps, or filters. Make sure to keep everything fixed and leak free. Not only is it great for conserving water but it will keep your customers equipment running great for many years.
- ◆ Turn off or drastically limit how often or long water features, such as waterfalls, deck jets, fountains etc. run. Most waterfalls leak. All water features promote evaporation when they run.
- ◆ Set the water line lower in swimming pools by adjusting the Auto Fill float to its lowest possible setting. This will allow for more rain water to enter the pool (when we get it), losing less through the overflow line. Some people plug the overflow line also to maximize the water collection in rain storms. I don't recommend this necessarily, because an over filled pool can damage the concrete deck, skimmer, tile line, and coping. Also an overfilled pool doesn't allow the skimmer to work well at removing debris or the filter to keep the water clarity.
- ◆ Turn the whip tail down or off on pool sweeps, install tail scrubbers or tail sweep pros on the ends of the tail.
- ◆ Keep an eye on water levels and chemical usage of swimming pools. If a pool seems to be using more water or chemicals than other pools you have in the same area than you may have a leak. Conditioner levels and Salt levels are good chemicals to watch for over usage of, in suspecting leaks. If you suspect a leak, please do a "bucket test" first to verify prior to contacting leak detection companies. Leak detection companies are very busy right now. Contact them as soon as possible to get on their schedules.
- ◆ Splash out is another water waster. Kids in a swimming pool splashing loses water on the pool deck, down the deck drains and out of the overflow line. Not to mention all the water their bodies and swimming apparel carry out of the pool every time they get out and jump back in.
- ◆ Definitely ask customers to prevent dogs from swimming in pools. They waste the most water. Dogs carry a lot of dirt and waste into the water and carry a lot of water out of the pool in their coats. The dirt waste and fur cause filters to be cleaned more frequently wasting water. Dogs also elevate nitrate levels in swimming pools resulting in having to drain the water eventually to rebalance water chemistry.
- ◆ Customers need to keep trees shrubs and landscaping around pools trimmed and clear from hanging in and over pools. Also they should keep baskets and sweep bags emptied between service days. This saves water by cutting down on filter cleanings and unwanted nitrates and phosphates in the pool water, that can also cause the pool to be drained to rebalance water chemistry.
- ◆ Install Auto Fill devices on swimming pools to prevent customers from wasting water by over filling their pools when they walk away and forget they are filling them.
- ◆ Unless you can use a working separation tank on DE filters, manually clean your DE filters, back washing wastes a lot of water.

If you are vigilant and train yourself to be on the look out for water waste it will make a difference. I mentioned a few things in this list that will make you money, try your best to follow the trends good or bad and you will be successful in this industry.



It is time to start prepping for the spring.

Temperatures are climbing and customers are in there yards again checking out there pools. Get filters cleaned, check for equipment leaks, check pool cleaners, and adjust your chemistry for Spring Conditioning. Spring Conditioning is something every pool needs to adjust water chemistry after the winter weather even if there is a lack of rain. If conditioner and calcium levels are high due to the drought, you may need to consider draining portions of the pools now. Try to limit draining as much as possible, but pools that also have high TDS or nitrate levels have to be done. Otherwise try to use mineral packs like Pool RX, Nature 2, or Frog packs to use less chlorine and avoid draining pools. Spring Conditioning is recommended to be an extra charge this time of year to offset the cost associated with the amount of chemicals needed to properly chemically treat a pool. Don't leave your self short. The rise in fuel costs and the rise in chemical costs may require you to raise your Spring Conditioning charge and even your Monthly Service charge to reflect this. Do your homework before you send out your next month's customer billing. Costs have gone way up and it can catch up with you real quick. Your quality depends on your ability to stay successfully in business. Afford to be able to service pools.

Please be at this month's chapter meeting, it will feature Pentair. They are providing food. There are a few new products they will present, and teach us about. Pentair is presenting our chapter with a check. Also, Pentair will be handing out perfect attendance awards. If you had perfect attendance last year, don't miss it. The award is awesome. Have your business cards ready to turn in at the start of the meeting for the raffle. We will do the raffle after chapter supporter introductions. I will also be passing out a sign up sheet for volunteers at the May Table top. Please volunteer. Jillian and I have taken charge of it again and are hoping to make it even better. Please let us know if you have any ideas for this year's Table Top. The Table Top is Friday May 2nd.

Hope to see everyone at this month's chapter meeting. Enjoy the weather. Pray for more rain.

"Keep up the good work"

Sincerely,
Gregg Simon
President Capital Valley IPSSA Chapter
(916)879-6923
Gregg@pollywogpools.com



Capital Valley Chapter Meeting

Wednesday
March 5th 2014
6:30 Dinner
7:00 Meeting

**Pentair Demonstration
Perfect Attendance Awards**

Dinner generously provided by:
Pentair

Have information to include?

Want to write an article, submit pictures, or have news to share?

Please send it to
contactus@pollywogpools.com
by the 20th to be included next month.

We are always looking for industry news, event, stories, and pictures.

Want to help with this or many other volunteer positions? Contact one of our Board Members or Committee Chairmen today!

Notes from the Editor:

Think of all the ways you can help your customers save electricity and water this season. These will be your main selling points and help with conservation at the same time. Feel good about what you sell. Know not all years will be the same. Be able to make adjustments to your business each season and stay on top of the latest industry news.

IPSSA Meetings are the BEST way to get that personal one on one time with other local business and industry professionals. You can't find that on the internet or a newsletter. We have great speakers lined up this year and the May Table Top (Trade Show and Family BBQ) hopes to be the best one yet, being on a Friday should be a lot of fun!

Our February meeting featured the CHP demonstration and Pizza from Monte at American Leak Detection. It was very informative and our speaker was very helpful. We hope to have his presentation linked to our website soon.

CHAPTER SUPPORTERS:

If you would like to offer a class or demonstration at our May Table-Top please contact me for space and time availabilities. Please contact myself or Larry Hughes to add tables for the May Table-top. (One table is provided with chapter supporter dues.) There are also other sponsorship opportunities available for our May event. (Food, Entertainment, Bounce House, Games, Etc.)

Thank you!
Jillian Simon
Capital Valley IPSSA Chapter
Newsletter and Table-Top BBQ
contactus@pollywogpools.com

Chapter Supporters

**Thank you again for your support in making
Capital Valley IPSSA Chapter the BEST!**

Larry Hughes
Program Chairman
(916) 715-4688

CLASSIFIED SECTION

WANTED:

from Shaleen Stevenson at Hot Water Works:
Hi, all. My father has a very old **Tahitian Sand Filter (HR31)**. The **top value and connections** are broken and he refuses to get a new filter (OK, he's my Dad, what can I say!)

I have been tasked with the job of finding the parts somewhere in the world, even though he knows the parts have been obsoleted for some time now. So, if anyone has old parts or happens to be taking out a old unit, would you PLEASE let me know -- new or used is fine -- it would move me to favored child status and I have 4 siblings, so it would be very fine indeed! And, I would count you as my very bestest friend to whom I would owe a big favor!

THANKS! Shaleen Stevenson
hotwaterworks@hotmail.com

FOR SALE:

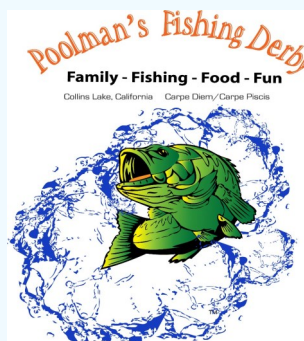
This section is for members who would like to advertise the selling or buying of their pools, looking for sub-contractors, selling pool related stuff, buying pool related stuff, etc... (contactus@pollywogpools.com to submit your classified ad)

SICK ROUTE

Thank you for your support!

**If you have any questions please contact
Karl Eggers Sick Route Chairman
916-521-7168**

Stay Healthy - Take Care of Yourself!



**The 9th Annual
Collins Lake
March 28-30, 2014**

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Rocklin, CA 95765
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POOL PRODUCTS LLC

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Rancho Cordova, CA 95742
916-853-2400



SCP Distributors LLC

SCP Rancho
2751 Mercantile Drive , #600
Rancho Cordova, CA 95742
916-635-7374

**Avoid Scheduling Conflicts.
Make room on your calendar for these events NOW!**

Service Pros Focus Seminar

w/ Mario Rossetti co-founder of the Pool Genius Academy & International Pool Sales Institute

Sponsored by SCP and SPP

Date: March 5th, 2014

Time: 12pm-4:30pm

Location: F.P.S.I.E. Education Center

598 Display Way, Sacramento CA

Contact your local SCP or SPP branch to register.

March 11-SCP Rocklin

Variable speed pump training
Hayward Tech
5pm-7:30pm

March 18- SCP Rocklin

Tabletop hosted by
Zodiac and Hasa

March 6- SPP (GPS) Rancho

Tabletop hosted by
Hasa
10a-2p

March 11-SCP Rancho

Tabletop hosted by
Hasa
10a-2p

March 19- SCP Rancho

Tabletop hosted by
Hayward Pool Products
10a-2p

The 2014 Poolmans Fishing Derby

Dates: Friday, March 28 to Sunday, March 30, 2014

Place: Collins Lake, Browns Valley

Any Questions Please Phone:

Christian Ballard, Cell # 909.816.7007

Rick Sauvageau, Cell # 925.478.0917

Have you used your SPLASH CASH on your business yet? Not SURE? ASK your local SCP or SPP branch for help!

Water Conservation

Save 3 to 5 thousand gallons of water this summer with a Pool Cover

A pool cover reduces evaporation by 90-95 %

		Monthly Loss	Monthly Loss	Monthly Loss
Pool Size	Surface Area	1/2 inch evaporation per week	1 inch evaporation per week	2 inch evaporation per week
15 X 30	450 sqft.	600 gal.	1200 gal.	2400 gal.
16 X 30	576 sqft.	771 gal.	1542 gal.	3084 gal.
18 X 36	648 sqft.	865 gal.	1730 gal.	3460 gal.
20 X 40	800 sqft.	1071 gal.	2142 gal.	4284 gal.

Energy Conservation

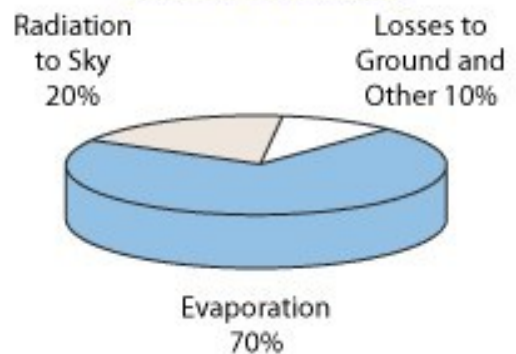
Estimating Swimming Pool Gas Heating Costs and Savings- The table below estimates annual costs by location, by water temperature, and with or without using a pool cover. See details at the US Department of Energy

Location	Season	Temperature			
		78°	80°	82°	
2168 San Francisco	without a cover	6/1 – 8/31	\$ 1560	\$ 1856	\$
	with a cover		\$ 192	\$ 248	\$ 384
	Savings		\$ 1368	\$ 1608	\$ 1784

Energy Loss Characteristics

The evaporation rate from an outdoor pool varies depending on the pool's temperature, air temperature and humidity, and the wind speed at the pool surface, the higher the pool temperature, wind speed, and the lower humidity, the greater the evaporation rate.

Outdoor Pool Energy Loss Characteristics



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Capital Valley IPSSA Chapter



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 contactus@pollywogpools.com to be added to the list.

www.cvipssa.com

www.facebook.com/CapitalValleyIpssa

Newsletter Editor:

Jillian Simon

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contactus@pollywogpools.com

Capital Valley IPSSA Chapter - Board of Directors

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<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>Linda Eggers Membership</i>	(916) 521-7168	linda@deepbluepool.com
<i>Karl Eggers Sick Route Chair</i>	(916) 521-7168	k.eggers61@yahoo.com
<i>Larry Hughes Program & Safety Chair</i>	(916) 715-4688	Larryspoolsvc@yahoo.com
<i>Jillian Simon Newsletter & May Table-Top BBQ</i>	(916) 952-3750	contactus@pollywogpools.com
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<i>IPSSA Financial Sue Neronde Cramer & Associates</i>	(888) 391-6012	sue@cramercpa.com



Thank you from Capital Valley IPSSA Chapter!

Please Patronize Our Chapter Supporters

They are here to help you be your best!

Chapter Supporters	Contact	Phone	Email
Alpha West	Tim Daugherty	(916) 791-6715	tdougherty@alphawest.com
Adams Pool Specialties	Jason Ladd	(916) 416-4345	jladd@adamspoolsac.com
American Leak Detection	Monte Routon	(916) 331-6443	monte@surewest.net
AQUASALT, LLC	Susan Flowers	(239) 313-9094	sflowers@aquasalt.com
Aztec Solar	Ron Brandt	(916) 853-2700	ron@aztecsolar.com
Blake Sales	Ron Eger	(360) 970-3233	r.eger@blakesales.net
Bullseye Leak Detection	Daniel Spatz	(916) 216-7566	info@bullseyeleak.com
Chem-Quip	Mitch Miles	(916) 923-5091	mitch@chemquip.com
Contractors State License Svc	Mary Birch	(818) 458-7842	maryb@cslscorp.com
Deck-O-Seal	Patrick Raney	(916) 806-8924	praney@wrmeadows.com
Easy Care	Rosemarie Arenas	(559) 974-8252	rarenas@easycarewater.com
General Pool Supply	Doug Anthony	(916)416-9344	douglas.anthony@poolcorp.com
HASA Chemicals	Dave Shepard	(916) 949-2662	daveshepard@hasapool.com
Hayward Pool Products	John Adams Handy	(800) 663-3355	jhandy@haywardnet.com
Natural Chemistry	Pat Smith	(916) 899-0915	psmith@naturalchemistry.com
Paramount	John Anderson	(925) 595-7516	janderson@1paramount.com
Pentair	Lorne Early	(916) 284-9774	lorne.early@pentairwater.com
Pool Covers, Inc.	Cheryl MacLennan	(800) 662-7665	cmaclennan@poolcoversinc.com
Pool Time	Joe Pagluica	(916) 601-8600	jopooltime@aol.com NEW!
Poolmaster	Andrea Bernard	(916) 223-2018	abernard@poolmaster.com
Premier Pool & Spa	Louie Nava	(916) 346-0595	lhnav@gmail.com
Raypak	Rick Witt	(916) 715-3470	rwitt@raypack.com
Recreation Sales	Kirk Wissbaum	(503) 804-9303	kirk_w@bcsreps.com
Sales Link	Chuck Stetler	(775) 445-9915	charles@saleslinkinc.com
SCP, Rancho Cordova	Eron Bennett	(916) 635-7374	4362@scppool.com
SCP, Rocklin	Ernie Weigum	(916) 408-2700	ernest.weigum@poolcorp.com
Valley Leak Detection	Jeff Smith	(916) 532-2162	valleyleakdetection@gmail.com
Zodiac Pool Systems, Inc.	Nic Benny	(916) 599-4369	nic.benny@zsodiac.com