

Mark your calendar!

Next Chapter Meeting:

September 1st
Thornburg Enterprises

Zoom Meeting 7:00pm

Upcoming Meetings & Events:

September 9-11
Pool Industry Expo
Monterey, CA

October 6th
Blake Sales and
Officer Nominations

October 28-29
Pentair Training
Reno

Inside this issue: Sick Route, Membership, News 2 Education 3 Vendor Info and Specials 4 Calendar 8 Chapter Important Numbers 9 Chapter Supporter Contact List 10

CAPITAL VALLEY IPSSA CHAPTER

Water Watcher

SEPTEMBER 2021

Featured Speaker for September



Ray Arouesty, will be addressing the chapter via Zoom.

Ray's company, Arrow Insurance/HUB International has been IPSSA's insurance provider since IPSSA was formed in 1988. Previously he provided insurance coverage for CAL-IPSSA. Ray has been a lawyer in California since 1990 and even was a licensed Swimming Pool Repair contractor for 10 years. He has handled approximately 3000 swimming pool insurance claims and lawsuits during his career and has been a frequent speaker at swimming pool trade shows across the country.

Ray will be speaking this month about the major claims and types of risks that pool techs face. He says that pool techs are responsible for much more than they realize and that this leads to some of the biggest claims.

Ray is happy to answer any questions following his presentation.

Ray Arouesty
Senior Vice President
Arrow Insurance Service,
a division of HUB International Insurance Services

2393 Townsgate Rd, Ste 101 Westlake Village, CA 91361

Broker License: 0757776 | www.hubinternational.com

Direct: 805.955.9530

Email: Ray.Arouesty@HubInternational.com

Sick Route

We have no members out.

Thank you for your support

Kim Barber
Sick Route Chairwoman
916-889-6529
Kimberlynn1221@gmail.com

The sick route policy is at www.cvipssa.com/sickroute.html

For Sale:

These items were donated by our chapter supporters, and the proceeds go to the chapter.

- Pentair Rebel Sweep \$370
- Aqualink TCX Conversion Kit (Pool Only) \$510
- iAqualink Conversion Kit from Pentair EasyTouch, IntelliTouch, and IntelliCenter - \$855
- Pentair Legend (LL505G) \$435

Call Jason Hilton, 916-638-4100

Innovative Pool Products Relay (IPP-100) \$40

Call Jack Emlay, 916-764-7852

Granite Bay Pools for Sale or Trade

I'm focusing my routes in the El Dorado Hills area. I have three clients to sell or trade that are outside that area.

Two are Chem/Basket (\$80/month):

- Off Sierra College Blvd and Old Auburn Road
- Off Auburn Folsom Road and Shelborne Dr.

The third is a Chem/Basket/Net or Brush (\$110/month)

• Off Auburn Folsom Road and Los Lagos Circle.

Please email or text me if you are serious about working out a deal with me for them.

Glen Hunton Hunton Pool Service Glen@HuntonPS.com 916-538-7378

Membership

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

Capital Valley IPSSA Resource Manual

We updated our CVIPSSA resource manual. It is available online on our cvipssa.com web site.

Please review it and send any corrections to Marian. Also, you may still submit your business information and Marian will add it as his time permits.

Email Marian at Marian@Pliczka.com with any corrections, questions, and submittals.

Hayward 925 Extended Life Turbocell For Sale

New in a box, and comes with unions. Hayward part # TCELL925. Asking \$295 (wholesale \$465)

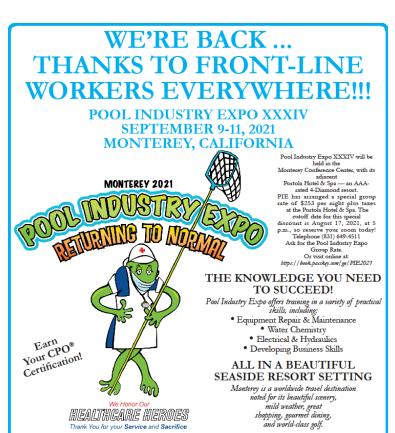
Contact Tom Pliczka @ 916-791-1221.

Filter Cleaning Service

- ⇒ Are you behind on your filter cleanings or just tired of doing them yourself?
- ⇒ Do you wish you could hire someone to do them for you?
- ⇒ Someone experienced and insured?

Then contact Alex Assenza @ 916-798-3736, or alexander.assenza@gmail.com

\$40 per filter for cartridges. He worked with me for the first couple years of my business (River City Pool Care), and recently ventured on his own. He has been cleaning my filters, and has worked with a few other members.



For Information, Call:
650-323-7743
Register Online At:

www.poolindustryexpo.com

PLATINUM SPONSOR

EVENT INFORMATION

COST\$149.00 (credit card or PIP points)

7:00a - Registration
7:30a - Continental breakfast
8:00a-5:00p - Training sessions

WHERE Silver Legacy Resort Casino

QUESTIONS? Call 1-888-755-7946

WHEN October 28-29, 2021

LUNCH WILL BE PROVIDED

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

- Thornburg Enterprises 2 Froggers, 4 Quarts of Orenda Products, and each member received 2 8 oz. bottles of CE Clarifier
- BHG Sales Large tab floater and vacuum head

Dinner was provided by Thornburg Enterprises.

Chapter Attendance Incentive

A guaranteed \$25 winner at every chapter meeting! The winner at the August meeting was **Frank Kindermann** with **Aqua Care**.





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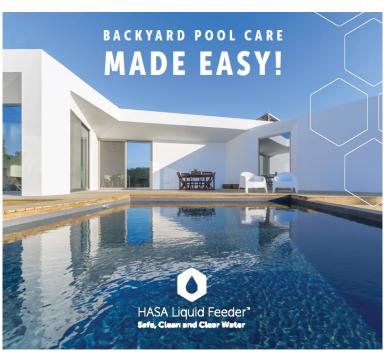
HASA SUPPLY & INDUSTRY UPDATE

- Demand in July has continued at an unprecedented pace, estimated at approximately 27% over 2020 levels, which were also at a record.
- There is better news as a primary supplier to the West Coast of raw materials is back up and running after a
 major malfunction created a ripple of supply issues—not just for HASA—but for hundreds of cities' wastewater
 and drinking water supplies. Product is flowing again from that supplier. See news link to an article, which
 provides more details, in our post caption.
- Disruptions have continued and are likely affecting ALL manufacturers of Sodium Hypochlorite in the areas of Southern California, Nevada, Arizona, and Texas with railcar re-routes due to major fires and extreme weather events
- We can report that, as of this week, even though raw material availability continues to be tight, the supply
 chain looks to be improving and more products may be available as we do everything possible to get supplies
 back to a more normal level. HASA has positioned itself with supply that will continue to exceed 2020 levels,
 and we will be positioned to provide additional relief to the industry over the next 2-4 weeks (at least.)
- Labor and transportation continue to be a challenge as temporary and seasonal employment remain strained in key areas. This and some packaging material challenges affect total capability to get product into sufficient packaging to meet the additional needs created due to the tab shortage.
- HASA continues to manage a balanced supply to ALL customers in the recreational water market, based on 2020 and 2019 purchases in combination with 2021 projected requirements. *As much as possible, every day, fairly, to all.*
- HASA does not speak for or know the status of other suppliers in the industry; there are many choices when it
 comes to Sodium Hypochlorite and each supplier. HASA understands that not all these suppliers are the best
 solution specifically for the pool Industry, and we take our obligations to the Pro and the knowledgeable pool
 owner seriously.

Thank you,

The HASA Supply Chain Team





Introducing the NEW HASA Liquid Feeder™ Daily Sanitizer System

Ideal for Pool Professionals looking to maintain beautiful, sparkling blue pool water using Sani-Clor[®] liquid sanitizer—without the hassle of increased cyanuric acid (CYA) or calcium from tablets or granular.



- Simple-to-use automatic feeder
- Eliminates need for tab floaters
- Non-electrical/easy to install
- Feeds whenever filter pump is running
- More brilliant pool "look and feel"
 No CYA or calcium added to water
- Best cost per use savings









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- Pool and Spa Replumbing, Skimmer Replacement
- Energy Efficient Equipment and Solar Heating
- Automatic Pool Covers and Fabric Replacement
- Plumbing and Leak Repair Services

In 1989, Rob Burkett launched Burkett's Pool Plastering with three employees and his wife Dianne, running the home office. Today, we've grown to more than 200 employees who are dedicated to creating your ultimate backvard environment. When it comes to pool renovation and resurfacing, we're here to exceed your expectations. With competitive pricing and crews that take pride in their work, we treat your family like our family.



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- Man Fastener/Track Man = \$200
- Unit Conversions = \$200
- Recovers = \$150
- Spa Covers = \$50





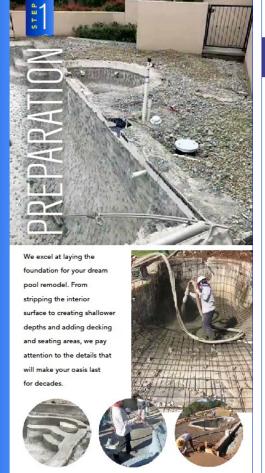


POOL TIME POOL & SPA

is privately owned by Sacramento native Joe Paglucia since 1989, supported by a team of experienced pool professionals. We are dependable artists and bring the highest quality into what we do, always emphasizing customer service as our top priority. We love creating your special outdoor living space for family and friends. We specialize in pool and spa remodels and repairs, equipment installation, pool cleaning



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www.PoolTimePoolSpa.com 916.638.POOL



PURCHASE BETWEEN

SCOREMORE REWARDS

MISSION:

To provide the pool heater industry's best rewards to Partners who demonstrate loyalty to Raypak and dedication to their customers by purchasing and installing eligible Raypak/Rheem heating products.

PROGRAM DESCRIPTION

Welcome to Raypak's ScoreMore Rewards the program designed to reward you! ScoreMore Rewards offers our partners exclusive opportunities to earn cash back for every eligible Raypak/Rheem product purchase, as well as for participating in qualified professional training and special promotions.

ScoreMore Rewards funds will be loaded onto your Raypak ScoreMore Rewards Prepaid Debit Mastercard, You can use your Raypak ScoreMore Rewards Prepaid Debit Mastercard to make purchases anywhere Debit Mastercard is accepted





DESIGNED TO REWARD YOU

STEP 1

ENROLLING IS EASY

Go to RaypakScoreMoreRewards.com and select the red "click here" hyperlink to complete the enrollment form. As a ScoreMore Rewards member, you'll earn cash back for each eligible pool and spa heating product you install throughout the year. It's easier than ever to earn, track, and reward yourself with every

STEP 2

INSTALL & REGISTER ELIGIBLE PRODUCTS

A list of eligible pool and spa heating products is available in the Resources section of this guide. Please review to confirm your Raypak/ Rheem heating product purchases are eligible for ScoreMore Rewards earnings.

To submit a claim go to the Promotions page at RaypakScoreMoreRewards.com. From here, you will enter the Invoice Number, Sales Date, Serial Number, and upload Invoice. Then, just click submit.

If successful, A confirmation window will let you know your claim has been received and is

STEP 3

TRACK PRODUCT **REGISTRATIONS & DEBIT** CARD BALANCE

Login to RaypakScoreMoreRewards.com to view your cash back balance award and funding history.

Use partial or all of earned cash back rewards funds on one or more purchases.

Tracking Your Earned Cash Awards

You can view your product registration history and award and funding history anytime at: RaypakScoreMoreRewards.com

or the Raypak ScoreMore Rewards App.











SILVER LEVEL 16-50 Units purchase

GOLD LEVEL 51-100 Units reminer PLATINUM LEVEL 101+ Units purchased

Learn more at raypakscoremorerewards.com

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4-Packs (Pool)

PoolRx 4Pack Blue Units (Pool)



Item # 101003 7.5K - 20K gallons

\$15.00 OFF

PoolRx 4Pack Black Units (Pool)



Item # 101067 20K - 30K gallons

\$17.50 OFF

PoolRx 4Pack Booster Minerals (Pool)



Item # 102004 7.5K - 20K gallons

\$7.50 OFF

Single Units (Pool and Spa)

PoolRx Blue Unit (Pool)



Item # 101001 7.5K - 20K gallons

\$4.00 OFF

PoolRx Black Unit (Pool)



Item # 101066 20K - 30K gallons

\$5.00 OFF

PoolRx Booster Minerals (Pool)



Item # 102001 7.5K - 20K gallons

2.00 OFF

PoolRx Yellow Unit (Spa)



Item # 101057 100 - 400 gallons \$1.00 OFF

PoolRx Black Unit (Spa)



Item # 101055 400 - 1000 gallons

\$1.30 OFF

End of

August 1 thru September 30

PoolRx Commercial Unit (Pool)



Item # 101080 150K - 500K gallons

\$15.00 OFF

PoolRx Granular Minerals Bucket (Pool)



Item # 102003 Up to 300K gallons

\$34.00 OFF

Commercial (Pool)

Single Units (Pool and Spa)

We are also featured on podcasts: thepoolguypodcastshow.com and poolchasers.com

SEPTEMBER 2021



SUN	MON	TUE	WED	THU	FRI	SAT
			CVIPSSA Chapter Meeting	2	3	4
5	LABOR Day	7	8 CVIPSSA Board Meeting	9 Pool	10 Industry Monterey	Expo
12	13	14	15	16	17	18
19	20	21	Autumn Begins	23	24	25
26	27	28	29	30		

Christmas Party - December 17

OCTOBER 2021

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



Insurance Membership Education Networking Friendship

www.facebook.com/CapitalValleylpssa

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Chapter Mailing Address: Capital Valley IPSSA P.O. Box 1944 Orangevale, CA 95662

Capital Valley IPSSA Chapter - Board of Directors

Jason Hilton, President	(916) 224-3113	jay@shockwavepool.com
Bill Palmer, Vice President	(916) 202-6389	bill@allamericanpools.org
Jim Severin, Secretary	(916) 723-4689	deltabreezepoolservice@yahoo.com
Jack Emlay, Treasurer	(530) 644-7750	jjemlay@comcast.net

Other Important Contacts

Mike Assenza	Membership	(916) 837-8525	mike@rivercitypoolcare.com
Tom Pliczka	Program Chairman	(916) 791-1221	service@rosevillepoolservice.com
Kim Barber	Sick Route Chairperson	(916) 889-6529	Kimberlynn1221@gmail.com
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Marian Pliczka	Website		service@rosevillepoolservice.com
David Hawes	Region 1 Director	(925) 828-7665	info@hhpools.com
Rose Smoot	IPSSA Corporate	(888) 360-9505 x2	rose@ipssa.com
IPSSA	Member Services	(888) 360-9505 x1	memberservices@ipssa.com
Insurance Billing	Cramer & Associates	(844) 574-1134	insurance@cramercpa.com
HUB Insurance	Info & Certificates	(800) 833-3433	
Carole Dittmer	FPSIE Education Center	(916) 922-8895	carole@fpsie.org
	Pool & Hot Tub Alliance	(703) 838-0083	service@phta.org



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
American Leak Detection	Monte Routon	(916) 331-6443	monte@americanleakdetect.com
Aztec Solar	Jack Stanger	(916) 853-2700	<u>jack@aztecsolar.com</u>
Burkett's Pool Plastering	Jason Steenburgh	(209) 595-6016	burkettsjason@gmail.com
Blake Sales Associates	Brian Duyanovich	(916) 529-0806	bduyanovich@blakesales.net
Deck-O-Seal	Patrick Raney	(916) 806-8924	praney@wrmeadows.com
EasyCare Products	Rosemarie Arenas	(559) 974-8252	rarenas@easycarewater.com
ELM Distribution	John Kies	(916) 342-0782	john@elmdistribution.com
Fluidra	Nic Benny	(916) 599-4369	nbenny@fluidra.com
Hasa Chemicals	Dave Shepard	(916) 949-2662	daveshepard@hasapool.com
Hayward Pool Products	Nowell Sellers	(925) 605-9654	nsellers@hayward.com
Leisure Supply	Roger Jones	(916) 614-9500	rejones@kellersupply.com
Natural Chemistry	Charlie Tuttle	(302) 345-5435	<u>charlie@ncbrands.com</u>
Paramount Pool & Spa Systems	John Anderson	(925) 595-7516	<u>janderson@1paramount.com</u>
Pentair	Lorne Early	(916) 284-9774	lorne.early@pentair.com
Pentair	Darrin Dillree	(530) 301-1 <i>57</i> 9	Darrin.dillree@pentair.com
Pool Covers, Inc.	Cheryl MacLennan	(707) 864-6674	cmaclennan@poolcoversinc.com
Pool Time Plaster and Tile	Joe Pagluica	(916) 601-8600	joepooltime@aol.com
Raypak	Matt Anderson	(916) 767-8185	Matt.Anderson@raypak.com
SCP, Rancho Cordova	Jordon Reynolds	(916) 501-7825	<u>Jordan.reynolds@scppool.com</u>
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	Eric Yocum	(916) 216-8040	eric.yocum@poolcorp.com
Thornburg Enterprises, Inc.	Kirk Wissbaum	(503) 804-9303	wissbaum@outlook.com
United Chemical Corporation	Rick Hild	(951) 818-5852	r.hild@unitedchemicalcorp.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.