

Santa Clara Valley IPSSA Newsletter



**Next General Membership Meeting
Thursday, March 16, 2017**

santaclaraipssa@gmail.com / scvipssa.org

**San Jose Club House:
15480 Union Ave., San Jose 95124
Dinner at 6:30pm, Meeting at 7:00pm
Volume #26, Issue #4**

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PRESIDENT'S MESSAGE

Well, it looks like we are getting a chance to dry out from the heavy winter rains. As much as we desperately needed the rain, I don't think any of us expected what this winter has given us. However, now all our drought worries are gone! Spring season is upon us beginning March 20th!

Be sure your up to date on your repair knowledge. The rain has done its fair share of wiping out pool pumps and it will be our job to repair or replace them. Be responsible, as the customer is looking to you for advise in their best interest. Implement Title 20. Not only is it the law, but installing a variable speed pump helps them to save energy and money.

REMINDER, the meeting place has moved to : " We and our neighbors" San Jose clubhouse at 15480 Union Ave San Jose, Ca 95124. You can go to the website at: San Jose Clubhouse to see pictures.

Don't forget April 20th is the "Nut's N Bolts" meeting. Invite everyone you know in the industry, even from other chapters. This is a key meeting to preparing yourself for the season ahead. A room full of knowledgeable representatives, brochures, information, and support which will help your business be successful. There will also be prizes to win along with a Grand Prize Flat Screen TV! Look forward to seeing everyone there!

We need those blue cards to be able to cover sick route. Help us by getting the cards in by the April 20th meeting. We would greatly appreciate it .

We are asking for the help of all the members to show your appreciation and support to our chapter supporters who speak at our meetings. Our attendance last month was sad. The reps often travel and go out of their way to prepare and provide us information, teachings and dinner to support our chapter! **We need to show our appreciation through our attendance.**

Thanks for your time

Tom Allen
Tom's Tile Cleaning
ta@tomstilecleaning.com

Here Is How Much Pee Is In A Swimming Pool

If you're always worried about whether or not there's urine in the pool before you jump in, worry no longer: there definitely is. Here's how much.

This month, the Journal of the American Chemical Society published a study that estimated there might be as many as 20 gallons of urine in a large swimming pool. To test for pee, scientists measured the concentration of an artificial sweetener that's commonly found in processed food and able to pass through the body unaltered, the Guardian reported.

They tested 250 samples in 31 different pools. 20 gallons of pee sounds like a lot, but keep in mind, this was in a pool with a volume of about 220,000 gallons. Hot tubs had even larger levels of urine, according to the study. One hotel Jacuzzi they sampled had over three times the amount of sweetener than was found in the worst swimming pool.

Oh, and if you've ever taken comfort in the idea that chlorine probably kills any pool pee, there's more bad news:

However, while urine is sterile, compounds in urine, including urea, ammonia, and creatinine have been found to react with disinfectants to form byproducts known as DBPs that can lead to eye and respiratory irritation. Long-term exposure to the compounds has been linked to asthma in professional swimmers and pool workers.

The good news is that scientists think that, in the future, they might be able to use their sweetener test as a way to measure urine in pools to keep them at a hygienic level. In the meantime, beware of the water and know what you're getting into.

For more detail, head to the study and link below.

[Sweetened Swimming Pools and Hot Tubs](#) | American Chemical Society via [the Guardian](#)

Article written by Kristin Wong



Swimming In Tax Drama? How to Write-Off your Technology Expenses and Cell Phone

Technology and gadgets to help us succeed in business are an ever-increasing expense. Moreover, as small business owners utilize technology to do business nationwide, if not worldwide, these expenses (sometimes used personally), should be a deduction in their business. In fact, think about the following items and how you may use them in your business operations:

- Laptops, computers and printers;
- iPads, reading devices and tablets;
- Cameras, video cameras, lighting and studio equipment;
- Microphones, speakers and audio equipment;
- T.V.s, monitors, projectors and screens;
- Bluetooth devices, smart watches, and Google glasses;
- Coffee makers and appliances;

Internet service, fiber or related data needs...etc..etc...

If you use any of these items to make money in your business, there's a good chance they are a 100% deductible! Track all of these items, keep receipts and discuss them with your tax professional at the end of the year.

I always want to think of a business purposes for a technology item before I would ever purchase it. However, in the same breath I don't want to throw good money at bad and buy something useless simply for the tax write-off.

The Strategy for Your Cell Phone

In the Small Business Jobs Act of 2011, Congress removed the cell phone from the 'listed property' list. What this means is that you can write off 100% of your cell phone, correlated devices and service, as long as you meet certain criteria. Moreover, the IRS issued guidance with Notice 2011-72 clarifying the rules and Congress's intent.

Essentially, this move by Congress and IRS was motivated by the fact that it was a constant fight in Court with taxpayers trying to prove what 'percentage' of their phone was business use versus personal use. In the end, the cell phone and service boiled down to a 100% deduction if you comply with the following criteria:

- It can be shown that the cell phone is critical to the operation of your business;
- The service expense and device isn't extravagant and is proportionally reasonable for your type of business and sales;
- You have a home phone line or separate cell phone dedicated to personal use.

DON'T FORGET– If you have your family members legitimately working in the business and they need to use the cell phone for the operations of the business, as well as need to be accessible for business duties, there cell phone will be deductible as well!!!

Is my Smart Watch Tax Deductible?

Under IRS Code, any expense that's ordinary and necessary for that business is deductible, and would typically include related telecommunications equipment like a Bluetooth or headphones and mic for those important business calls. (IRC Section 162).

Many of a Smart Watch's features (thing Apple Watch) are similar to a smartphone or Bluetooth device and can enhance your business sales and work productivity. Some of these features include calendar alerts for business appointments, business related texts, business calls, work email, social media for your business, Apple Pay for quick business purchases and immediate access to Apple's business-friendly apps. Not to mention the added benefit of a built-in speaker and microphone that gives you hands-free ability to take that conference call while on the road (as well as look like Sean Connery from a 1970s James Bond movie).

Currently the IRS hasn't taken a position on the new devices and with their current understaffed work load, it probably won't be any time soon. Bottom line, at least some portion of your Apple Watch should be tax deductible, and it will depend on your business use of the functions. For more information specifically on the Apple Watch, see my other article [here on how to deduct it](#).

- **See more at:** <http://markjkohler.com/how-to-write-off-your-technology-expenses-and-cell-phone/#sthash.Ra3Bm3De.dpuf>



**** Note:** Your Tax Accountant is always your best source for tax deductions and more.

IPSSA SANTA CLARA CHAPTER'S 29TH ANNUAL



Nuts 'n Bolts

Thursday,
April 20, 2017

5:00 p.m. – 8:30 p.m.

Meet all the major Pool & Spa Manufacturers, suppliers, builders, remodelers and many other specialists as they showcase their companies and products. Learn about new products to help you make more money!

Bring your
check book for
the auction

Dinner is
Catered

Food

Prizes

New Location

San Jose Clubhouse

15480 Union Ave.,

San Jose, 95124

Contact: ta@tomstilecleaning.com



Plenty of parking across the street @ the Union School District

American Leak Detection	Bill Webb	408-729-5325	ald114@garlic.com	Leak Detection
Baby Barrier	Ben Fiscalini	408-806-2223	kpkicking@yahoo.com	Removable Pool Safety Fence
BCS Rep	Rodney MacDowell	925-222-8557	rodmacsales@gmail.com	Thornburg Enterprises
Blake Sales	Ron Eger	360-970-3233	ron.eger@blakesales.net	Manufacturers Rep
Burkett's Pool Plastering	Jason Steenburgh	209-595-6016	burkettjsaason@gmail.com	Pool Remodeling
ChemQuip Inc.	Chris Sanders	510-887-7946	csanders@chemquip.com	Distributor
Davin Cahn Associates	Nate Womack	415-830-1201	nate@devincahn.com	Zeobrite
Easy Care	Jacklin Kitchen			
Elm Distribution	John Kies	916-853-2600	john@elmdistribution.com	Solar Panel Distributor
Fiber Clear	Mark Dunlop	800-594-5120	fiberclearpoolandspafiltration.com	Filtration
Gull Industries	Mike Kennedy	408-293-3523	mike@gullsolar.com	Solar Panel Manufacturer
HASA, Inc.	Kirsten Tates	925-432-3866	ktates@hasapool.com	Pool & Spa Chemical Manufacturer
Hayward Industries, Inc.	Paul Cruddas	415-515-9982	pcruddas@haywardnet.com	Pool Equipment Manufacturer
Leisure Supply	Matt Anderson	408-727-8100	maanders@kellersupply.com	Distributor
Life Saver Pool Fence	Mark Hinkle	408-779-7922	mark@garlic.com	Removable Pool Safety Fence
Natural Chemistry	Pat Smith	916-899-0915	psmith@naturalchemistry.com	Chemical Manufacturer
Paramount Pool & Spa	John Andersen	925-595-7516	JAnderson@1paramount.com	Pool Equipment Manufacturer
Peninsula Leak Detection	Ryan Arterberry	650-716-9777	ryan@peninsulaleakdetection.com	Leak Detection
Pentair Pool Products	David Lagrimas	209-627-6356	Dave.Lagrimas@pentair.com	Pool Equipment Manufacturer
Pool Covers, Inc.	Cheryl MacLennan	707-386-9106	cmacLennan@poolcoversinc.com	Swimming Pool Safety Covers
Precision Leak Detection	Kevin Brady	925-776-7588	pldinc@comcast.net	Leak Detection
Purity Pool Products	Rich Gross	530-472-3298	rich@puritypool.com	Pool Equipment Manufacturer
RayPak Inc.	Rick Witt	916-715-3470	rwitt@raypak.com	Pool Heater Manufacturer
SCP Distributors	Steve Strauss	408-327-4900	Steve.Strauss@poolcorp.com	Distributor
Scuba Pool Repair	Drew Andersen	408-866-1945	drew@scubapoolrepair.com	Underwater Pool Repair
SunTrek Industries, Inc.	Scott Miner (cell)	925-260-2008	scott@suntreksolar.com (925-372-8983)	Solar Pool Heating, Electricity, Hot Water
Tom's Tile Cleaning	Tom Allen	408-307-3196	ta@tomstilecleaning.com	Tile Cleaning/Glass Bead Blasting
United Chemicals	Jeff Moscoe	707-533-5136	J.moscoe@unitedchemicalscorp.com	
W R Meadows	Patrick Raney	916-806-8924	praney@wrmeadows.com	Deck-O-Seal Manufacturer
Zodiac Pool Systems, Inc.	Nick Woodson	925-357-7731	Nick.Woodson@zodiac.com	Pool Equipment Manufacturer
Zodiac Pool Systems, Inc.	Jade Nicol	408-250-7000	Jade.nicol@zodiac.com	Pool Equipment Manufacturer



Same equipment pad!

Be sure to keep your installation pads looking professional.



IPSSA Santa Clara
scvipssa.org
(largest chapter in Bay Area)
April 20, 2017