

Santa Clara Valley IPSSA Newsletter



**Next General Membership Meeting
Thursday, October 18, 2018**

Meeting Location TBA
Starts at 6:30

santaclaraipssa@gmail.com / scvipssa.org

Volume #27, Issue 9

Board of Directors

Vice President Nigel Roberts ...408-298- 3870
Secretary Brent Torcellini408-475- 7665
Treasurer Nancy Currier408-893- 9481
President Joe McVeigh408-249- 9731

Newsletter Email– news@scvipssa.org

IPSSA Contact Information

Corporate Office: Vicky Lester
www.ipssa.com
10842 Noel Street #107, Los Alamitos CA 90720
Phone 888-360-9505

IPSSA Financial Offices

Cramer and Associates
clint@cramercpa.com
Phones 916-863-3107 or 888-391-6012



Group photo of SCV IPSSA celebrating Bob's 43 years of service and his retirement!

President's Message

What a great summer. I hope to see everyone at PIE this year. This will be a good time to meet with sales reps, and other friends and swap stories and take in some classes.

Please remember we (the Board) will be looking for a couple of new Board members, to Carry on with our Chapters business.

Please feel free to contact a board member for more information.

It looks like the push is still on; repairs and new equipment. Just keep in mind some other sources of possible income.

1. Solar repair
2. Solar panel Cleaning (glazed box)
3. Stain removal
4. Pool cover cleaning
Scheduled filter tear-downs
5. Install new automated systems

Just to name a few.

Remember there is NO September meeting.
See you in October!



Thank You,
Joe McVeigh



2018 Pool Industry Expo



EXHIBIT HOURS: THURSDAY 5-8 PM, FRIDAY 2-6:30 PM, SATURDAY 11-3 PM

Thursday: September 20th, 2018

TIME	DB ANZA 1	DB ANZA 2	DB ANZA 8	BONSAI 1 & 2	BONSAI 8	PORTOLA
1:00 to 3:00 PM	Electricity for the Service Pro <i>Mike Childress</i> Pentair	Pool Plaster Issues <i>Kim Skinner</i> onBalance, LLC	Connectivity for The Pool Industry <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Basic Water Chemistry <i>Gabe Talese</i> HASA	Chemical Controller - How They Work & What Interferes With Them <i>Steve Dunn</i> Commercial Pool Systems	Best Practices in 2019 for Pool Service Co <i>Dave Hawes</i> H & H Pools
3:00 to 5:00 PM	Hydraulics for the Service Pro <i>Mike Childress</i> Pentair	Advanced Water Chemistry <i>Kim Skinner</i> onBalance, LLC	Fire Pits and Bowls <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Variable Speed Motors <i>Randy Block</i> Regal Beloit	Mastic Joint Expansion and Concrete Sealants <i>Jim Dill</i> Deck-O-Seal	Tax Cuts and Jobs Act of 2017 - An Introduction <i>Jay Michael Young</i> Cramer and Assoc

Friday: September 21st, 2018

TIME	DB ANZA 1	DB ANZA 2	DB ANZA 8	BONSAI 1 & 2	BONSAI 8	PORTOLA
8:00 to 10:00 AM	New IntelliConnect & Mobile Interface <i>Mike Childress</i> Pentair	OmniLogic / VS Omni Controls Overview Level - Intermediate <i>Bryan Chrissan & Nowell Sellers</i> Hayward	Hi-E2 Gas Fired Heaters <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Water Testing & Chemistry Myths <i>Wayne Ivusich</i> Taylor Technologies	Keeping It Clear OPEN TO ALL <i>Terry Arto</i> NC Brands	Introduction to Business Financial Statements and Accounting <i>Jay Michael Long</i> Cramer and Assoc
10:00 to 12:00 PM	VSF IntelliFlo Set-Up and Programming <i>Scott Parker</i> Pentair	Hayward Salt Systems And UV03 Overview Level - Intermediate <i>Matt Debell</i> Hayward	Heat Pumps for Pools and Spas <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Phosphates & Nitrates: A Pesky Problem? <i>Wayne Ivusich</i> Taylor Technologies	Rola-Chem Digital Control Training <i>Mark Lynch</i> Rola Chem	Projecting A Professional Image <i>Dave Goulart</i> Aqua Hero
12:00 to 2:30 PM	IntelliChem Set-Up and Programming <i>Scott Parker</i> Pentair	Hayward Variable Speed Pumps & VSOMNI Beginner / Intermediate <i>Alex Capous</i> Hayward en Español	Polaris Pressure Side Cleaners & Booster Pumps <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Certified Aquatic Equipment Installer	Transportation, Storage & Handling of Pool/Spa Chemicals <i>Ron Hatzner</i> Oreg Corporation	Challenges & Issues Regarding Employees <i>Dave Hawes</i> H & H Pools
2:30 to 4:30 PM	Easy Touch Programming <i>Carlos Gomez</i> Pentair en Español	Hayward Variable Speed Pumps Level - Intermediate <i>Rick Ruggles</i> Hayward	Jxi Gas Fired Heaters <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Michael Orr FPSIE	Testing Using NSF Certified Technology <i>Maris Jaunakals</i> Industrial Test Systems	Marketing Tactics To Grow Your Business <i>Laura Nelson</i> Broadly

Saturday: September 22nd, 2018

TIME	DB ANZA 1	DB ANZA 2	DB ANZA 8	BONSAI 1 & 2	BONSAI 8	PORTOLA
8:00 to 10:00 AM	IntelliFlo VSP Pump Programming <i>Carlos Gomez</i> Pentair en Español	Water Chemistry Ask Your IPSSA Chapter About Testing <i>Terry Arto</i> NC BRANDS	Chlorine Generators <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Drowning Prevention <i>Carolyn and Marcelle Dibrell</i> Service Industry News	Exhibitor Meeting Room TBA	Delivering A Five-Star Digital Experience <i>Laura Nelson</i> Broadly
10:00 to 12:00 PM	Why Am I At Fault? <i>Ray Arouesty</i> Arrow Insurance		Basic Component Compatibility <i>Alex Krajewski & Henoc Nieves</i> Zodiac	Filtration - DE Natural Alternative <i>Fiber Clear</i>		Coatings Application <i>Elizabeth Kelley</i> Kelley Technical

Sick Route Card - Click on the card to fill it out!

DATE _____

Your Name _____ Spouse's Name _____

Home Address _____ City _____ Zip _____ Phone _____

Company Name _____

Company Address _____ City _____ Zip _____ Phone _____

Contact Person _____ Phone _____

Location of Sick Route Cards _____

Cities where you provide service and the number of service accounts in each city.

City	Zip Code	Quantity	City	Zip Code	Quantity

P.I.E.
POOL INDUSTRY EXPO

Monterey Conference Center
Exhibits & Seminars

This card must be updated every 6 months.
SR2-1295



Module Workshops

All NEW approach designed for the busy pool professional. Choose from available topics in your market to customize your own personal learning track. Each engaging module is designed to maximize your efficiencies, build solid fundamentals, and enable you to more effectively service your customers. More to Learn. More to Earn!

Comprehensive Workshops

Our Comprehensive Workshops offer interactive experiences designed to replicate real world scenarios for accomplished pool professionals. Grow your network and your knowledge base while discovering efficient troubleshooting and installation techniques. Enhance your skills with this accelerated full-day, hands-on training workshop.

Modular Courses

\$30.00 per Module Class

CITY, ST	Tuesday	Wednesday	Thursday	Start Time	CURRICULUM
Bakersfield, CA	10/9			7:30 AM	Automation: Installation - User Interface and Connectivity
	10/9			10:15 AM	Automation: Startup Programming and Troubleshooting
		10/10		7:30 AM	JXi Installation: Industry Best Practices
		10/10		10:15 AM	Tactical Troubleshooting for the JXi
			10/11	7:30 AM	JE Heat Pump Installation and Programming Best Practices
			10/11	10:15 AM	Understanding VS Pump Applications
Fremont, CA	10/16			7:30 AM	Automation: Installation - User Interface and Connectivity
	10/16			10:15 AM	Automation: Startup Programming and Troubleshooting
		10/17		7:30 AM	Tactical Troubleshooting for the JXi
		10/17		10:15 AM	JE Heat Pump Installation and Programming Best Practices
			10/18	7:30 AM	HiE2 Efficiency: Installation, Maintenance, & Troubleshooting (4 hrs)
Madera, CA	11/13			7:30 AM	Automation: Installation - User Interface and Connectivity
	11/13			10:15 AM	Automation: Startup Programming and Troubleshooting
		11/14		7:30 AM	JXi Installation: Industry Best Practices
		11/14		10:15 AM	Tactical Troubleshooting for the JXi
			11/15	7:30 AM	JE Heat Pump Installation and Programming Best Practices
			11/15	10:15 AM	Understanding VS Pump Applications
San Rafael, CA	11/27			7:30 AM	Automation: Installation - User Interface and Connectivity
	11/27			10:15 AM	Automation: Startup Programming and Troubleshooting
		11/28		7:30 AM	Tactical Troubleshooting for the JXi
		11/28		10:15 AM	JE Heat Pump Installation and Programming Best Practices
			11/29	7:30 AM	TruClear: Sanitizing Simplified
			11/29	10:15 AM	AquaPure: Sanitizing Simplified

Comprehensive Course

\$125.00 for the 1 day class

CITY, ST	Tuesday	Wednesday	Thursday	Start Time	CURRICULUM
Sacramento, CA	3/19			7:30 AM	Comprehensive, 1 day Heating & Automation class
		3/20		7:30 AM	Comprehensive, 1 day Heating & Automation class

Register now at:
www.ZodiacAcademy.com

For more information
 see page 4

Class Descriptions

Modular Class:

Automation: Installation and Connectivity

High and low voltage installation. Students will connect an iQ20 using simulators and learn about mesh networking.

Automation: Startup Programming and Troubleshooting

Students will use simulators to test voltage points on AquaLink simulators. They will also practice start up and advanced programming.

JXi Installation: Industry Best Practices

Students will practice proper installation techniques concerning gas, water, and electrical connections.

Tactical Troubleshooting for the JXi

Students will use simulators to troubleshoot and understand electrical component failure and repair on the JXi gas heater.

JE Heat Pump Installation: Best Practices

Attendees will be trained on the installation and start up procedures required for the JE Heat Pump.

TruClear: Sanitation Simplified

Students will use simulators to learn installation and troubleshooting procedures for the TruClear chlorine generator.

AquaPure: Sanitation Simplified

Proper installation, and startup will be the focus. They will also learn operation and troubleshooting procedures for AquaPure and Fusion Soft Chlorine Generators.

Understanding Variable Speed Pump Applications

Installation, operation, and troubleshooting for the variable speed pumps. Proper water flow assessment will also be taught along with easy replacement from a single speed pump to a VSP.

Water Features: Industry Best Practices

Students will learn plumbing, flow rate, and filtration requirements when using water features. Installation and operation of the Grand Effects fire bowls and pits.

Understanding Levelor Product and Installation

Students will Learn to identify the proper water Levelor for the specific applications. Using simulators, you will go through installation, operation, and troubleshooting.

Maximizing Hi-E2 Efficiency: Installation, Maintenance, & Troubleshooting

Attendees will be trained on the best practices for installation, start up, and maintenance required for the Hi-E2 gas fired heater.

Comprehensive Class:

Heating & Automation Comprehensive class

This one full day class is centered around pool professionals with experience in the field. This will center in on common installation mistakes, proper diagnosing, and actual component replacing with both AquaLink RS simulator stands and JXi heaters.

Company	Contact	Phone	Email
American Leak Detection	Bill Webb	408-729-5325	ald114@garlic.com
Blake sales	Brian Duyanovich	916-529-0806	bduyavich@blakesales.net
Blueray XL	Chris Galvan	714-497-8822	Chrisg@bluerayxl.com
Chemquip—SCP	Laura Minert	925-250-7206	Laura.minert@poolcorp.com
Elm Distrabution	John Kies	916-853-2600	john@elmdistribution.com
Hasa	Brian Rivera	925-997-3640	brivera@hasapool.com
Hayward	Alex Capous	415-515-9982	acapous@hayward.com
Leisure / Keller Supply	Johnny Vasquez	408-727-8100	jvasquez@kellersupply.com
Lifesaver Pool Fence	Mark Hinkle	408-779-7922	Mark@garlic.com
Pentair	David Lagrimas	209-627-6356	Dave.Lagrimas@pentair.com
Pool Covers Inc	Cheryl Maclennan	707-386-9106	cmaclenan@poolcoversinc.com
Purity Pool	Rich Gross	530-472-3298	rich@puritypool.com
Raypak	Matt Anderson	916-767-8185	Matt.Anderson@raypak.com
SCP		408-327-4900	
Scuba Pool Repair	Patrick Bagg	408-866-1945	office@scubapoolrepair.com
United Chemical	Jeff Moscoe	707-533-5136	J.moscoe@unitedchemicalscorp.com
W.R. Meadows	Patrick Raney	916-806-8924	praney@wrmeadows.com
Zodiac	Jade Nicol	408-250-7000	jade.nicol@zodiac.com

Hasa Service Loyalty Rewards

Rake Up Some Green When You Choose Hasa Deposit Sani-Clor

Service Companies Earn \$25 for Every 100 Cases Purchased (See below for details)

Sign Up Today to Receive Your **FREE** Registration Gift

Fill it out and earn \$25!

Click on [Hasa Flyer](#) to be linked to form to fill out and send to Brian.

brivera@hasapool.com