

Santa Clara Valley IPSSA Newsletter



Next General Membership Meeting
Thursday, June 17, 2010

Napredak Hall, 770 Montague Expway
Dinner at 6:30pm, Meeting at 7:30pm
Volume #23, Issue 4

Board of Directors

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IPSSA Contact Information

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President's Message

I would like to thank Steve from Suntek for sponsoring the dinner in our May meeting, and for a great presentation on Solar Options.

In June Patrick Storm from Thornburg enterprise will be speaking about Orenda pool chemicals , he will also be sponsoring a meal for the chapter. He will give a presentation on how PR-10000 phosphate remover can prevent algae and how CV-700 enzyme can break down and remove oils. A pool without oils will be clean, clear, and use less chemicals. Orenda products help a pool to be easy to maintain, eco-friendly, and cost effective.

2010 Chapter Picnic to Santa Cruz Beach Board Walk on Sunday August 29th 2010

Ticket prizes will be announced at the June Meeting.

Check out Santa Clara IPSSA Website at www.scvipssa.org

Send us tips on improving the website and things you want to see done at chapter level (presentations, picnic, baseball etc)

Contractors License board Sting Operation

Total of 161 people were caught last month in a statewide sting operation. Another reminder to get your contractors license. Here is a link to the article:

<http://www.cslb.ca.gov/GeneralInformation/Newsroom/PressReleases/PressReleases2010/News20100325.asp>

To help out with the fees and class you can apply for the IPSSA scholarship fund for a reimbursement for the class fees. Gabe from HASA has offers the chapter 5 vouchers for 5 free cases of chlorine an approximate value of \$50.00 vouchers will be given out on a first come first serve basis after you bring in a proof of your new C61/D35 license.

Attendance

Members: 34
Non-members: 7
Chapter Supporters: 6

Total 47

Prize Winners and Loser:

4 Hayward Skim Shark
Sun Kwon
Michael McFall
Robert Garcia
Collyn Ferris

Hayward Pool Vac Ultra - Jim McGlashan
\$40.00 (American Leak Det.) - Brian McFall

Robert Ifflander missed the chapter \$200.00 prize by leaving early

Next drawing will be in June . Must be present to win, Prizes include \$ 250.00 & \$ 40 from American Leak detection plus many more.

Do you know who the beneficiary is for your IPSSA life insurance policy, If you are not sure or you want to change the beneficiary then go the www.ipssa.com or call the financial office to get a form.

IPSSA has some great training material for members and non-members .

Basic training manual part-1 Chemicals
Basic Training manual part-2 Equipment
Pool Chlorination facts
Intermediate training Manual Part-1 Chemicals
Check with Mark Lyons for pricing and availability.

If you would like to receive the Newsletter via Email please sign up at the meeting or send an email to me at sparklepool@gmail.com put newsletter in the subject.

We will be sending newsletters via email only and it will be on our website www.scvipssa.org



2010 NASCAR K&N Pro Series West
 Hasa Sponsored Driver: Moses Smith
 Infineon Raceway
 Sonoma, CA
 06/19/2010



LIMITED TICKETS AVAILABLE RESERVATIONS REQUIRED

HASA INVITES YOUR COMPANY, YOUR EMPLOYEES, AND YOUR IMMEDIATE FAMILY TO JOIN US FOR A FUN-FILLED RACING EVENT!

DATE	Saturday June 19, 2010
EVENT	Thunder Valley Casino Resort '200' NASCAR K&N PRO SERIES West
LOCATION	Infineon Raceway – Sonoma, CA
SPECIAL EVENT	ARRIVE EARLY TO MAKE SURE YOU DON'T MISS THE ACTION!! 10:30am-12:00pm Lunch @ the HASA Hospitality Tent 12:00pm – NASCAR K&N Pro Series West RACE Come Back after the Race to Meet Driver Moses Smith @ the HASA Hospitality Tent!!
HASA Sales Rep	Gabe Talese – 650.243.1962 or email gabetalese@hasapool.com

TICKETS ARE FREE BUT YOU MUST RSVP!!

Compliments of HASA Inc.

Please contact your local HASA Sales Rep for:
 Race Time, Ticketing, RSVP and Other Hospitality Information

Visit www.hasaracing.com for more race information,
 TV schedule updates, race results, and photos.



www.whiteflyer.com



www.hasapool.com



www.tcitransportation.com

If you would like to receive the Newsletter via Email please sign up at the meeting or send an email to me at sparklepool@gmail.com put newsletter in the subject.

We will be sending newsletters via email only and it will be on our website www.scvipssa.org starting in May 2010 we will not be mailing the newsletter.

Lessons to Be Learned On How to Win With Solar Energy

by Roy Heine, CEO Suntrek Industries, Inc.

Our world is changing rapidly. Sustainable clean energy is in the headlines every day. The pool industry is experiencing increased popularity of solar pool heating for commercial and residential pools. We are also watching the growth of solar electricity to power people's homes, businesses, residential pools, and aquatic centers using photovoltaic cells which are powered by the sun. Since solar pool heating is nothing new, this article is going to focus its attention on Photovoltaic Solar Power and its impact on the pool service professional.

Home owners and businesses are investing in Photovoltaic Solar Energy Systems at an accelerated rate. The reasons are many:

1. Save money on electric bills and hedge against future increases in cost
2. Increase the value of their home or building and own their own solar power generation plant.
3. Produce clean energy and eliminate the carbon foot print caused by burning coal and natural gas.
4. Conserve our natural resources.
5. Take advantage of tax credit incentives and utility rebates while they last which offset the costs from 50% - 90% depending on the application.
6. Electing not to pollute when solar energy is clean is a logical decision to make.

Designing Photovoltaic (PV) systems is a big undertaking requiring expertise in many critical areas. One of the key areas is providing solutions to reducing energy consumption with appliances that are currently not very efficient. For pool owners, this can often mean replacing the existing filter pump with variable speed pumps to reduce the overall electricity load. This is an important investment to a person or aquatics center that is going to invest in PV because it is the most sensible investment for the client. By increasing the efficiency of the filter pump, the size of the PV system can be dramatically reduced and save the client thousands of dollar with the PV system.

Solar Energy Contractors, if properly licensed in the trade of solar thermal and PV, are doing their job of recommending a filter pump replacement as an advocate for what is right for the customer. Here lies the rub with the pool industry professional. The last thing a pool service professional wants to see is new pool equipment installed by another company on an account he or she services.

The solution is quite simple:

1. Nobody is in a better position to advocate energy savings for a pool owner than the person who is providing professional service. Do not hesitate to offer this service or it is very possible someone else can and will.
2. Recognize that there are thousands of new solar energy companies popping up everyday. Some will be knowledgeable and strong, others will not. Regardless, everyone with an electric bill is open for solicitation by this industry. If they do their job right, they will replace the pool pump if licensed to do so.
3. Work with a reputable solar energy company. Have a relationship with this company; profit with this company. When a solar energy company has a relationship with a pool professional it should be understood that when the pool professional refers them to a client, the solar energy company will NOT sell pool equipment. That sale will be directed back to the referring pool professional.

If a pool professional does not have a relationship with a solar energy company they certainly have left themselves vulnerable to equipment upgrades without their knowledge. Working with a solar partner will provide you the opportunity to inform your customers about solar energy and its benefits and keep the "other" solar companies out of your backyard! The solar energy contractor should provide referral fees for solar pool heating, solar hot water heating, and PV.

4. Profit from solar and develop a strong working relationship with your solar energy PARTNER. Without this relationship, nobody wins. With it, everyone wins and it's good for our customers and our industry.

Roy Heine is the President of Suntrek Industries with offices throughout California, Arizona, Nevada, and Utah. www.suntreksolar.com, 800 292 7648.

CHAPTER SUPPORTERS	CONTACT	PHONE	PRODUCT LINE
ADAMS POOL PLASTERING	BOB SCHUMAN	925 828 3100	POOL & SPA REMODELING
ADVANTIS TECHNOLOGIES	MARK RIEKEN	707 373 9377	POOL & SPA CHEMICALS
AMERICAN LEAK DETECTION	BILL WEBB	408 729 5325	LEAK DETECTION
AQUASTAR POOL PRODUCTS	JACK WOHLER	916 835 7099	MANUFACTURER POL EQUIPMENT
BABY BARRIER	BEN FISCALINI	408 806 2223	POOL SAFETY FENCE
BHG SALES	BEN GARGLE	714 982 8856	MANUFACTURER REP
BLAKE SALES	RON EGER	630 970 3233	MANUFACTURERS REP
BURKETT'S POOL PLASTERING	SHELLY BISHOP	408 569 0042	POOL REMODELING
CALAME'S TILE CLEANING	JOHN CALAME	408 691 0148	TILE CLEANING
CHEM QUIP INC.	CHRIS SANDERS	510 887 7946	DISTRIBUTOR
COMMERCIAL POOL SYSTEM	STEVE DUNN	925 938 7665	POOL EQUIPMENT DISTRIBUTOR
CUSTOM POOL REMODELING	KEN	209 496 1311	POOL REMODELING
EASY CARE POOL PRODUCTS	BRIAN REZAC	559 999 1592	CHEMICAL MANUFACTURER
ELM DISTRIBUTION	JOHN	916 342-0782	DISTRIBUTOR OF SOLAR PANELS
GENERAL POOL & SPA SUPPLY	JOE VAUGHN	800 722 7946	DISTRIBUTOR
GULL INDUSTRIES	MIKE KENNEDY	408 293 3523	SOLAR PANEL MANUFACTURER
HASA, INC.	GABE TALESE	650 243 1962	POOL & SPA CHEMICAL MANUFACTURER
HAYWARD INDUSTRIES, INC.	DAVID LAGRIMAS	209 202 2637	POOL EQUIPMENT MANUFACTURER
L & L LINES INC	LIZA LEAS	602 705 9240	MANUFACTURERS REP
LIFE SAVER POOL FENCE	MARK HINKLE	408 779 7922	REMOVABLE POOL FENCE
MONOARC BRUSH	EVERETT FULLER / PATRICK STORM	714 318 4000	POOL BRUSH MANUFACTURER
NATURAL CHEMISTRY	PAT SMITH	707 775 5517	CHEMICAL MANUFACTURER
ORENDA TECHNOLOGIES INC.	PATRICK STORM	928 522 0194	POOL & SPA CHEMICALS
OREQ	DAVID WHITE	800 420 3255	MANUFACTURER POOL EQUIPMENT
PARAMOUNT POOL & SPA	JOHN ANDERSON	925 595 7516	MANUFACTURER POOL EQUIPMENT
PENTAIR POOL PRODUCTS	STEVE MCCOY	415 892 2774	MANUFACTURER POOL EQUIPMENT
PEP	MARINA GONZALES	925 260 3628	DISTRIBUTOR
POOL COVERS, INC.	CHERYL	707 864 6674	SWIMMING POOL SAFETY COVERS
POOL RX	TALI HILLER	949 635 5854	POOL CHEMICAL MANUFACTURER
POOLVERGNUEGEN	DIETER RIEF	707 566 0400	MANUFACTURER POOL CLEANERS
PURITY POOL PRODUCTS	RICH GROSS	530 472 3298	MANUFACTURER POOL EQUIPMENT
PWP	STAN	408 432 9700	DISTRIBUTOR
RAYPAK INC.	MIKE MILLER	916 715 3470	POOL HEATER MANUFACTURER
RECREATION SALES	KIRK WISSBAUM	503 804 9303	MANUFACTURERS REP
SALES LINK, INC.	TY PEARCE	559 217 6483	MANUFACTURER REP
SCP DISTRIBUTORS	STEVE STRAUSS	408 327 4900	DISTRIBUTOR
SCUBA POOL REPAIR	DREW ANDERSON	408 866 1945	UNDERWATER REPAIRS
SUNTREK INDUSTRIES, INC.	STEVE REESE	408 210 2383	SOLAR POOL HEATING, ELECTRICITY, HOT WATER.
SWIMCO	BOB RAYMOND	408 378 2607	MOTOR REPAIR
UNITED CHEMICAL CORP.	JACKI HAMILTON	805 521 1011	CHEMICAL MANUFACTURER
ZODIAC POOL SYSTEMS, INC.	PAUL JOHNSON	510 918 8381	MANUFACTURER POOL EQUIPMENT

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