

Santa Clara Valley IPSSA Newsletter



Next General Membership Meeting
Thursday, March 20, 2008

Napredak Hall, 770 Montague Expway
Dinner at 6:30pm, Meeting at 7:30pm

Volume #21, Issue 2

Board of Directors

Joe McVeigh – President (408) 249-9731
Mark Lyons – Vice President (408) 226-8223
Rich Sommers – Treasurer (408) 929-8130
Viral Patel – Secretary (510) 376-8800

Newsletter Email– news@scvipssa.org

President's Message

Wow! The 30th Anniversary of the Western Pool and Spa Show! What a week end, Sixty eight seminars in eight class rooms, over three days. Just a few of the classes, three of which were in Spanish, were on Title 20 installing variable speed pumps and motors. Basic as well as Hot Water Chemistry, Advanced Water Chemistry by the team from On Balance @ www.poolhelp.com Chlorine Generators, Tile repair, Basic Hydraulics by Sue Robach of Pentair.

On the business end of running a service company: Business Management by Doug Latta, How to Increase your Profits, "How to Make Million \$ Servicing Pools" taught by the author Charles Bair and "Tips for the Pool Tech" taught to a packed room by our own David Allen.

OK and if that wasn't enough, a very explosive debate with Don Burns of SPEC and Gary Fernstrum of PG&E. Don Burns of SPEC will be at our April 17 Nuts and Bolts, as Don is retiring from politics this year Please attend the Nuts and Bolts and meet and thank a true super Hero in the pool and spa industry!

As I talked to as many exhibitors as possible, I recruited several **NEW** vendors as well as new product lines. Several vendors knew of the reputation of our Nuts-N-Bolts table top on April 17th and said they would attend the event, because it is the largest Nuts and Bolts table top in northern California.

Tell all your pool service friends that this years table top is a MUST attend show!

Thank You
Joe McVeigh

HAVE YOU BEEN READING?

At the last general meeting a member was asking about a pool light problem he was having. He had replaced a couple of lights and within a few months they were not working. So he opened them up only to find water in them. Now as some of you may remember there was a manufacturer who was having a problem with their lights. There was much talk about this in most of the trade magazines and IPSSA even sent a letter of concern to the manufacturer. We were a little surprised that he had not heard of this. We asked if he had contacted the manufacturer rep. and he had not. Well we advised him to talk with the local rep. to get some direction as to whether these lights were part

If you are not using the local manufacturer reps. you are doing yourself a disservice. If you are not getting and reading some of the industry publications you are being left behind. And we would ask how are you keeping up with industry Mr. Pool Professional? At the very least you should be reading the IPSSAN as it is IPSSA' newsletter. We would like to think most of you are getting Service Industry News and maybe Pool and Spa News and these are just a couple. There is so much information out there and if can be hard to sift through. So make sure you read and

Attitude

The longer I live, the more I realize the impact of attitude on life. Attitude, to me, is more important than education, than money, than circumstances, than failures, than successes, than what other people think or say or do. It is more important than appearance, giftedness, or skill. It will make or break a company, a church, a home.

The remarkable thing is we have a choice everyday regarding the attitude we embrace for that day. We cannot change our past we cannot change the fact that people act in a certain way. We cannot change the inevitable. The only thing we can do is play on the thing we have, and that is our attitude.

I am convinced that life is 10% of what happens to me and 90 percent of how I react to it.

And so it is with you, we are in charge of our Attitudes.

Charles Swindoll



2008 NASCAR Camping World Series West
 Hasa Sponsored Driver: Moses Smith
 All American Speedway
 Roseville, CA
 03/29/2008



SAVE THIS DATE!!
HASA INVITES YOU + YOUR FAMILY TO JOIN US
FOR A FUN-FILLED RACING EVENT!

DATE	March 29, 2008
EVENT	Toyota - NAPA Auto Care 150 – NASCAR Camping World Series West
LOCATION	All American Speedway – Roseville, CA
SPECIAL EVENT	4:45pm – NASCAR Camping World Series West Qualifying 6:00pm - Join HASA for FREE Dinner @ HASA Hospitality Tent before Race
HASA Sales Rep	Chuck Burns – 559.392.1048 David Livingstone – 925.382.5020
HASA Region	Hasa Northern California – 925.432.3866

TICKETS ARE FREE!!
 Compliments of HASA Inc.

Please contact your local HASA Sales Rep for:
 Race Time, Ticketing 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



Santa Clara Valley Nuts 'n Bolts



What: A night of hands-on training and displays for members and non-members. Santa Clara Valley Nuts 'n Bolts is hosted by the Santa Clara Valley IPSSA Chapter. There will be designated times for tear-downs and demonstrations in designated stations as well as at tables. Hot dogs and soft drinks will be provided at no charge.



Bring your check books It's **SILENT AUCTION TIME!** Monies will be donated to SPEC.

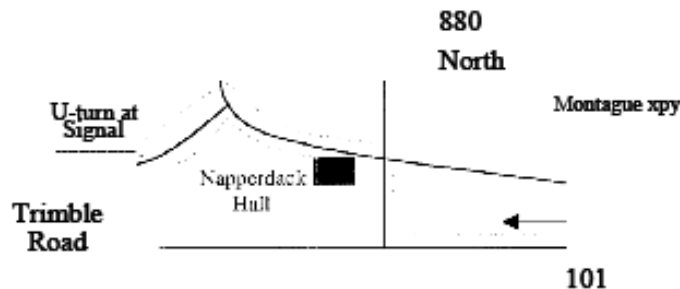


Date: Thursday, April 17, 2008

Where: Naperdack Hall
770 Montague Expressway San Jose, CA
95112



Directions:
From 101 North, take 880 North
Exit Montague Expressway North
Left on Trimble Road
Make a U-turn at the next light
Turn right on Montague Expressway
Turn right into parking lot right after the bridge



6:30pm-**Time:** 6:30pm-9:30pm



Contact: David Allen, Santa Clara Valley IPSSA Chapter Nuts 'N Bolts Chairman at Allen's Pool Supply (408) 984-6737

CHAPTER SUPPORTERS	CONTACT	PHONE	PRODUCT LINE
ADVANTIS TECHNOLOGIES	MARK RIENKEN	707 373 9377	POOL & SPA CHEMICAL
ALPHA WEST	RODNEY MACDOWELL	209 201 6610	MANUFACTURER REP
AMERICAN LEAK DETECTION	BILL WEBB	408 729 5325	LEAK DETECTION
BLAKE SALES ASSOCIATES	JIM WALLACE	559 276 2872	MANUFACTURER REP
COMMERCIAL POOL SYSTEMS	STEVE DUNN	925 938 7665	POOL & SPA EQUIPMENT
DECK -O- SEAL	PATRICK RANEY	707 745 6666	CONCRETE ACCESSORIES
GENERAL POOL SUPPLY	JOE VAUGHN	408 737 9467	DISTRIBUTOR
GULL INDUSTRIES	MIKE KENEDDY	408 293 3523	SOLAR
HASA	GABE TALESE	650-243-1962	POOL & SPA CHEMICALS
HAYWARD	DAN LAGIMAS	908-477-8976	MANUFACTURER
JANDY	PAUL JOHNSON	510 918 8381	MANUFACTURER
JOHNS TILE CLEANING	JOHN CALAME	408 247 4110	TILE CARE / CLEANING
LIFE SAVER POOL FENCE	MARK HINKLE	408 779 7922	REMOVABLE POOL FENCE
EASY CARE PRODUCTS	MARVIN REZAC	800 289 7660	POOL CHEMICALS
PENTAIR/ STARITE	STEVE MCCOY	415 892 2774	MANUFACTURER
PEP	DARIO MARTINEZ	925 449 4259	DISTRIBUTOR
POLARIS	JAMES D. ROBERTS	559-469-3147 CELL	NORTHWEST DIST MGR
POOL COVERS INC	JAY KING	510 233 4141	SWIMMING POOL COVER
POOLVERGNUGEN	BRYAN HAUSER	707 566 0400	POOL CLEANERS
PRIMERICA FINANCIAL SERVICES	TOM GOZZO	408 202 5602	FINANCIAL SERVICE
PWP	STAN YARBER	408 432 9700	DISTRIBUTOR
RAYPAK	MIKE MILLER	916 771-5049	POOL & SPA HEATERS
S.W.I.M	GENE FIELDS	714 557 5491	MANUFACTURER REP
SALES LINK. INC	TY PEARCE	559 275 3337	MANUFACTURER REP
SCP	STEVE STRAUSS	408 327 4900	DISTRIBUTOR
SCUBA POOL REPAIR	DREW ANDERSON	408 866 1945	UNDERWATER POOL REPAIR
SOLARON (HELIOLCOL)	GREG GAHAGAN	707 253 1478	SOLAR POOL HEATING
SUNTREK INDUSTRIES	STEVE REESE	408 210-2383	SOLAR POOL HEATING
SWAN POOLS (REMODELING DIV)	BOB SCHUMAN	408 365 0145	POOL REMODELING
SWIMCO ELECTRIC	BOB RAYMOND	408 378 2607	MOTOR & PUMP REPAIR.
UNITED CHEMICALS	MIKE QUINIAN	602 463 9505	POOL & SPA CHEMICALS

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