

Santa Clara Valley IPSSA Newsletter



Next General Membership Meeting
Thursday, January 21, 2010

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

Volume #22, Issue 11

Board of Directors

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President's Message

Happy 2010

Let this coming year be better than all the others. Vow to do some of the things you've always wanted to do but couldn't find the time. Call up a forgotten friend. Drop an old grudge, and replace it with some pleasant memories. Vow not to make a promise you don't think you can keep. Walk tall, and smile more.

Our Christmas Party was a big hit, thanks to all the volunteers and the board members for helping to make Christmas meeting a great success without you it wouldn't be possible. Special thanks to Katherine and her crew for taking care of the announcements and the raffle.

Thanks to the chapter supporters who could attend the meeting and for those who were not there thanks for sending your warm wishes to all the chapter members and their families.

Like always chapter supporters were very generous and donated tons of prizes for the raffle.

We had over 220 members and family attend the annual Christmas meeting and won great prizes, Dinner was delicious, thanks to Rico's Catering service.

January speaker: Scott Diehl

Scott Diehl who happens to be a member of Santa Clara chapter and also a fire fighter from San Jose fire department will be giving a presentation on proper chemical transportation and proper cleanup techniques.

If you took a picture with Santa Claus and would like to get a copy, it be available at the January meeting.

Items donated by Chapter Supporters

Commercial pool products Wine Bottle
HASA \$50 Target gift card
Hayward Tool box
Life saver pool fence Flash light kit

Natural Chemistry \$50 Home depot gift cards
Paramount pool products Clear O3 ozone system
Pentair \$50 Chevy's gift card
PEP Hayward Navigator pool sweep
SCP 2 buckets of 50lb Chlorine tabs
Suntrek Tom tom GPS
Thornburg Enterprises 2 Wine Bottles
Zodiac pool products Polaris 280 pool sweep

Besides these there were tons of other gifts to chose from. Do you know who the beneficiary is for the 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.

New IPSSA Chapter in Fremont Area

Contact Bruce @ bbzpoolrepairs@sbcglobal.net
Meeting is every 2nd Monday of the month
Location Bronco Billy's Pizza
3940 Smith Street
Union City, CA 94587

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

Next door prize drawing will be in January. Must be present to win cash \$ 50.00 & \$ 40 from American Leak detection plus many more prizes.



Self Employed Tax Deductions

Internet Access. Both at home and in coffee shops that I work at for WI-FI access.

Website Expenses. Fees paid to purchase domains, hosting, and other fees associated with running a website.

Cell Phone. You cannot deduct the primary phone line at your house, but if you have multiple lines or a cell phone you use for business, the extra lines are deductible.

Contract Labor. Independent contractor's that you hire to complete work are not employees, but the payments can be deducted.

Computer. I bought a new business laptop on December 31. You can either depreciate the cost over multiple years or deduct it all at once using section 179.

Advertising. Advertising costs are deductible.

Prizes for Giveaways. If you purchase the prizes, you can deduct the cost.

Tax and Accounting Software. Software you buy to keep the books for your business is deductible.

Filing Fees. You can deduct fees you pay to the state to maintain your business license.

Postage and P.O. Box Fees. Don't want your business mail going to your home address? Set up a P.O. Box and deduct the cost.

Office Supplies. In addition to postage, you can deduct the cost of paper, pens, etc.

Mileage. You can [deduct business mileage](#) on your personal car. Make sure you keep good records.

Business meals. Business meals are deductible at a rate of 50%.

Retirement Contributions. Contributions to a [Solo 401k](#) or other qualified plan are deductible on line 28.

Self Employment Tax. Half of the self employment tax you pay can be deducted on line 27.

Home Office Deduction. If you work from home, you can deduct the costs associated with maintaining an exclusive home office on form 8829. You can include a portion of real estate tax, mortgage interest, insurance, maintenance, utilities, office furniture, [casualty losses](#) and depreciation.



32nd ANNUAL WESTERN POOL & SPA SHOW ~ SEMINAR SCHEDULE

LONG BEACH CONVENTION CENTER ~ 300 E. OCEAN BLVD. ~ LONG BEACH, CALIFORNIA

Thursday, February 25, 2010 REGISTRATION REQUIRED CHECK www.westernshow.com FOR UPDATES OR CHANGES

Time	CLASSROOM 301	CLASSROOM 302	CLASSROOM 303	CLASSROOM 303A	CLASSROOM 304	CLASSROOM 305	CLASSROOM 306	CLASSROOM 307	CLASSROOM 308
2 P.M. TO 3:45 P.M.	T/S Max-e-Therm Heaters Pentair	Algae: How to Treat Algaecide/Non Algaecide Overview Easy Care	Troubleshooting Tile and Coping Brad Rose	Raypak Heater Repair <i>Clases en ESPAÑOL</i>	How to Find a Pool Leak American Leak	Basic Chemistry Gloria Wilson Hasa	Pool Surface Challenges: How to Please Everyone's National Plasterer's Council	Understanding Robotic Cleaners Aqua Products	There is More to Chlorine Generation than "Just Add Salt" Jandy
4 P.M. TO 5:45 P.M.	Pool/vrnueneg Hands-on Workshop Manuela Rief	The Psychology of Good Pool Business Practices R. Dietz	The 3 Biggest Problems with Salt Pools United Chemical	Comparison of Algae & Algaecides <i>Clases en ESPAÑOL</i> Easy Care	Interior Pool Repairs E-Z Products B. Brooks	Hot Water Chemistry Taylor Technologies	How to Correctly Create Expansion Joints Deck-O-Seal	Anti-Entrapment: Are They Really Safe? Steve Dunn	Digital Do's and Don'ts of Electronic Raypak Heaters

EXHIBIT HOURS 6-9 P.M. OPEN TO THE TRADE ONLY

ADMISSION FREE REGISTRATION REQUIRED

Friday, February 26, 2010 REGISTRATION REQUIRED CHECK www.westernshow.com FOR UPDATES OR CHANGES

Time	CLASSROOM 301	CLASSROOM 302	CLASSROOM 303	CLASSROOM 303A	CLASSROOM 304	CLASSROOM 305	CLASSROOM 306	CLASSROOM 307	CLASSROOM 308
8 A.M. TO 9:45 A.M.	Service Tech's Hydraulics For Single, Two and Multi-Speed Pumps Pentair	T/S & Install Forced Draft Heaters Hayward	How to Make a Million \$\$ in the Pool Business Charles Baird	Business Management <i>Clases en ESPAÑOL</i> Pedro & Greg Correa	Eliminating Scale and Dust EasyCare	Don't be a Parts Swapper T/S and Repair Electronic Heaters - Jandy	How to Get Paid in Today's Economy Marti Fowler	Polly Socket Fusion (Gas Lines) PEP	All You Need to Know About Basic Water Chemistry Terry Arco Sea Clear
10 A.M. TO 10:45 A.M.	Water Issues: The Next Great Challenge SPEC	Proper Haz-Mat Transportation Ron Heltzner	Phosphates: Myth and Facts <i>Clases en ESPAÑOL</i> Easy Care	Hydraulics <i>Clases en ESPAÑOL</i> Pentair	How to Repair and Replace Pool Lights Robert Foutz Jr.	Plumbing Basics Dennis Rettella	How to Collect Bad Debts Tony Arsenault	Proper Care of Fiberglass Surfaces R. Dietz	In Depth with Jandy Controllers T/S and Applications
11 A.M. TO 12:45 P.M.	Acid Wash Proper Techniques Fowler/McArthur	Basic Electricity Making the Connections David Durkin	How to Install Water Features That Work Ron Heltzner	Max-e-Therm, MasterTemp Heater Repair <i>Clases en ESPAÑOL</i> / Pentair	AquaRite Chlorine/Salt Generators Hayward/Goldline	Business Management Doug Latta	Proper Swimming Pool Start-Up National Plasterer's Council	pH/ORP Automation CAT Controllers Troy McGinty	Chemistry 201 Intermediate Chemistry Taylor Technologies
1 P.M. TO 2:45 P.M.	Proper Service of Pool/Spa Filters Fowler/McArthur	How to Earn What You Need in the Pool Business David Dickman	Hydraulics <i>Clases en ESPAÑOL</i> / Pentair	VGB, Title 20/24, Contractor Law Q & A SPEC/PG&E	How and Why 2-Speed vs Variable Speed Pumps Hayward	Identify and Remove Plaster Stains Jack's Magic	How to Collect Bad Debts Tony Arsenault	Identify and Remove Plaster Stains Jack's Magic	Chemistry 201 Intermediate Chemistry Taylor Technologies

EXHIBIT HOURS 2-6 P.M. OPEN TO THE TRADE ONLY

ADMISSION FREE REGISTRATION REQUIRED

Saturday, February 27, 2010 REGISTRATION REQUIRED CHECK www.westernshow.com FOR UPDATES OR CHANGES

Time	CLASSROOM 301	CLASSROOM 302	CLASSROOM 303	CLASSROOM 303A	CLASSROOM 304	CLASSROOM 305	CLASSROOM 306	CLASSROOM 307	CLASSROOM 308
8 A.M. TO 9:45 A.M.	Installation of Variable Speed Pumps: Service Tech's View Ben Honadel	Human Resources: How to Find and Keep Employees Lisa Wilson, Hasa	Automatic Controls ProLogic, ColorLogic Hayward	Jandy/Laars Heaters <i>Clases en ESPAÑOL</i>	How a Pool Works Robert Foutz Jr.	Lawsuits, Fines and Jail - How to Keep Yourself Out of Legal Hot Water Ray Arouesty	Basic Chemistry Advantis John Puetz	Heat Pumps Warm Air = Warm Water Raypak	Advanced Chemistry On Balance
10 A.M. TO 11:45 A.M.	The Shocking Truth of Electricity and How to Troubleshoot It Pentair	Simple Steps to Select and Program VFD Pumps Pentair	Automatic Pool Cleaners 101 Which one Where? Jandy	Basic Chemistry <i>Clases en ESPAÑOL</i> Pedro & Greg Correa	Management and Leadership David Hawes	Keep Yourself Out of Legal Hot Water Ray Arouesty	Tips and Tricks for the New Pool Tech David Allen	Setting Up QuickBooks for the Pool Pro Russell Long	Troubleshooting Pool Surfaces On Balance
NOON TO 1:45 P.M.	Navigator and Ultra T/S - Hands On Hayward	Advanced Electrical E.P. Hamilton Hamilton & Assoc.	Jandy Controllers T/S and Repair <i>Clases en ESPAÑOL</i>	Marketing & Management for the Millionaire Poolman Charles Baird	Basic Pump, Filter and Heater Repairs Dennis Rettella	CalPoly Research Update National Plasterer's Council	How to Increase Profits Jay Denials	How to Increase Profits Jay Denials	Ron Lacher

EXHIBIT HOURS 1-6 P.M. OPEN TO THE TRADE ONLY

ADMISSION FREE REGISTRATION REQUIRED

Seminars & Speakers subject to change or cancellation without notice. SEE www.westernshow.com FOR UPDATES OR CHANGES. Speakers views are their own and not necessarily those of the Western Pool & Spa Show, Inc. 11-30-09

CHAPTER SUPPORTERS	CONTACT	PHONE	PRODUCT LINE
ADAMS POOL SOLUTION	DEBRA	925 828 3100	POOL REMODELING
AMERICAN LEAK DETECTION	BILL WEBB	408 729 5325	LEAK DETECTION & REPAIR
AQUASTAR POOL	JACK WOHLER	916 835 7099	MANUFACTURER
BLAKE SALES ASSOCIATES	BILL LEWIS	707 429-3396	MANUFACTURER REP
BURKETT'S POOL PLASTERING	BOB SCHUMAN	408 365 0145	POOL PLASTERING
CALAME'S TILE CLEANING	JOHN CALAME	408 247 4110	POOL & SPA TILE CLEANING
CHEM QUIP INC	CHRIS SANDERS	800 999 1492	WHOLESALE DISTRIBUTOR
COMMERCIAL POOL SYSTEMS	STEVE DUNN	925 938 7665	POOL & SPA EQUIPMENT
EASY CARE PRODUCTS	BRIAN REZAC	559 999 1592	POOL CHEMICALS
EDEN EQUIPMENT COMPANY	JEFF DERANEK	909 629 5106 X101	FILTER CARTRIDGE MANUFACTURER
ELM	TBA	916 853 2600	SOLAR PANEL
GENERAL POOL SUPPLY	JOE VAUGHN	800 722 7946	WHOLESALE DISTRIBUTOR
GULL INDUSTRIES	MIKE KENNEDY	408 293 3523	SOLAR DIST & MANUFACTURER
HASA	GABE TALESE	650-243-1962	POOL & SPA CHEMICALS
HAYWARD PRODUCTS	DAVID LAGRIMAS	209 202 2637	MANUFACTURER
IWANIT PRODUCTS	TBA	831 659 7100	POOL ACCESSORIES
LIFE SAVER POOL FENCE	MARK HINKLE	408 779 7922	REMOVABLE POOL FENCE
NATURAL	RYAN RICKABY	203 295 2300	CHEMICALS
ORENDA TECHNOLOGIES	PATRICK STORM	928 522 0194	SPECIALITY CHEMICALS
PARAMOUNT POOLS & SPA	JOHN ANDERSON	925 595 7516	MANUFACTURER OF INFLOOR CLEANING
PENTAIR/ STARITE	STEVE MCCOY	415 892 2774	POOL EQUIP MANUFACTURER
POOL COVERS INC	CHERYL MACLENNAN	707 864 6674	POOL SAFETY COVERS & FENCING
POOLRX	GREG SAMPLE	949 635 5854	POOL CHEMICAL MANUFACTURER
PURITY POOL	RICH GROSS OR MAINLINE SALES	822 257 1961	MANUFACTURER
PWP	STAN YARBER	408 432 9700	DISTRIBUTOR
RAYPAK	MIKE MILLER	805 278 5300	POOL & SPA HEATERS
S.W.I.M	DARRELL HUTSON	707 315 0166	MANUFACTURER REP
SALES LINK. INC	TY PEARCE	559 217 6483	MANUFACTURER REP
SCP	STEVE STRAUSS	408 327 4900	DISTRIBUTOR
SCUBA POOL REPAIR	DREW ANDERSON	408 866 1945	UNDERWATER POOL REPAIR
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	JACKI HAMILTON	805 521 1011	POOL & SPA CHEMICALS
VAC-ALERT	RICH JOHNSON	707 334-1135	MANUFACTURER
ZODIAC	PAUL JOHNSON	559 469 3147	JANDY ZODIAC, JANDY, POLARIS

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