



IPSSA - FORT WORTH

Volume 6, No. 6, June 2005

Newsletter

Horsepower Wars

How they hurt the pool business- part 1

In this part of the country many people think that bigger is better when the subject is Pool Pumps. But what is best for your customer?

Improper pump sizing may lead to **unhappy pool owners** who:

Complain of *noisy pumps*.

Complain of *short filter cycles* .

Complain of the *high cost of running their pool*.

Complain of *algae problems* related to poor circulation/filtration.

Complain of the *short life of pool equipment*.

Convince others not to buy a pool or spa.

How many potential Pool / Spa Customers do we as an industry chase away each year?

Too Many!

How many people in our industry say, "I wouldn't have a pool-it's too much work-or it's too expensive to maintain."

Many of these complaints can be easily solved with the right pool/spa equipment combination.

One unhappy customer in the Austin area had a 10,000 gallon pool with attached spa built. This pool was plumbed with 2' pipe, 45s (no 90s) and a 2 hp (up-rated) Dura-Glas II pump. Consequently, this pool was plumbed better (with less restriction) than the average pool.

Why was the customer unhappy? The pump was so loud that it kept her awake at night. I hear the same complaint about all brands of pumps at one time or another –including the one that is supposed to whisper. For an exercise in proper pump sizing, a flowmeter was installed to measure the changes in water flow while a series of changes were made to the pump. With a clean filter, the pump was flowing 118 gallons per minute. For this pool to achieve a 6 hour turnover rate, it would only need 28 gallons per minute flow from the pump. Instead, it had a turnover rate of less than 1 1/2 hours!

The average residential or commercial pool is normally properly sized with a turnover rate of 6 or 8 hours.

When the pump was converted to a 1 1/2 hp the flow dropped to about 115 gallons per minute.-Still less than 1 1/2 hour turnover rate— But, it was more quiet!

When the pump was changed to a 1 hp (up-rated) it pumped 95 gallons per minute! This means that it has a turnover rate of still much less than 2 hours and it was so...so... quiet!!! Why are we using such big pumps?

May Supporters

Brad Stoker from Hayward

and

David Lyne from Goldline

Were our speakers at the May members meeting, Brad showed us the latest automatic pool cleaner by Hayward, and the LED lights that are now so popular. "Very Cool"

In addition, David talked shortly about Goldline controls.

We appreciate the support and education – thanks Randy and David for taking the time to talk to us.

HAYWARD
America's #1 Pool Water Systems



SCP

SCP - Craig Ponder and Steve Gossett, from the Fort Worth branch, have once again donated generously. A whole case of Algae Terminator, worth \$ 235.00 per case.

This stuff, according to Craig, is "IT" in algaecides.

Since we ran out of time, this case of algaecide will be auctioned off at our next meeting.

Horsepower Wars Part 1 continued

Many people would answer that the pool/spa used in this example needed the 2 hp pump because it needed the power and flow for the spa-but *the spa only had five jets!*

The average spa jet only requires 15-20 gallons per minute to operate properly. So, this spa only needed 75-100 gallons per minute to feel great to the owners.

Some builders have used the figure of 1/2 hp per jet as a rule of thumb for the best action in the spa– That might have been great for older designs of pumps, but for new designs, a little horsepower goes a long way.

In addition, while standing at the counter at one of the distributors, one of the builders was telling me how much he liked this new bearing mounted spa jet-and it only required 10 gallons a minute to perform! The flow required will give the spa great action and feel great to the people in the spa.

By: Kevin Tucker

Horsepower Wars Part 2

Why are we using big pumps-relative to the pool/spa size?

“When I Build a Pool I use a 1 1/2 hp Pump, when I add a Spa it requires a 2 hp Pump.” This is the standard answer heard by many people-but is it the best way to build a Pool or a Pool/Spa combination? –probably not. Instead, the pump should be sized to the pool for proper turnover, sized to the plumbing for proper flow and sized to the filter for optimum filtration.

“That’s how we’ve always done it.” Some pool builders and service people have used the same horsepower pumps for similar jobs for years-but the **pumps have changed.**

Today’s high head closed impeller pumps *pump more water per horsepower* than the older semi-open impeller pumps. So, even for retrofit pumps, in many situations the pump size should be decreased-to maintain the same or increased flow compared to the old pump. See the table below to compare the flow from a bronze, semi-open impeller pump with a high head, closed impeller pump. You can see that the Max-E-Glas II will flow much more water-almost twice as much. Even when you downsize the pump to a 1 1/2 hp Max-E-Glas II, the flow is greater than the 2 hp bronze pump.

A similar comparison could be made for many other plastic pumps, as well. I pulled this information from the manufacturers spec sheets.

One of the questions from one of my seminars led to this interesting problem. A consumer in Louisiana had a cloudy pool. They decided to replace the pump to increase flow and filtration. The consumer replaced an old pump with an inexpensive 1 hp from a national retailer. In that application, we were able to estimate the restriction or head loss to find the estimated flow rate for that pump and pool/pipe layout was about 20-30 gallons per minute for a 30,000 gallon pool-Not too good!! However, in the same application, if a 1/2 hp Dura-Glas or Max-E-Glas had been used instead the customer would have gained almost **twice the flow with half the horsepower.** With the 1/2 hp Dura-Glas Pump, turnover would have been a little over 8 hours for a 30,000 gallon pool –much better than the 17-25 hour turnover with the discount 1 hp pump.

How many times have we heard, **“We have to sell a 2 hp pump to compete, our competitors are selling a 2 hp pump.”** The true essence of the horsepower wars-if “my competitor is selling a 2 hp, I’ll sell you a 2 ½”(sometimes at the same price). Manufacturers will be glad to sell bigger pumps-it means more sales dollars, but we don’t want to see decreased pool sales because a homeowner doesn’t want the pool. **Selling the best combination takes experience and top-notch selling skills.—**

And sometimes you end up selling the 2 hp pump when the customer won’t consider an alternative.

However, when sized and installed properly, the pool owner will enjoy:

Quieter pump operation,

Better Filtration/Circulation,

Longer Pool Equipment Life,

Fewer Backwash or Filter Cleaning Cycles per year,

Fewer Algae Problems, and

Lower Utility Bills.

For happy customers, use the **best combination**

of pump size to pipe size to pool size.

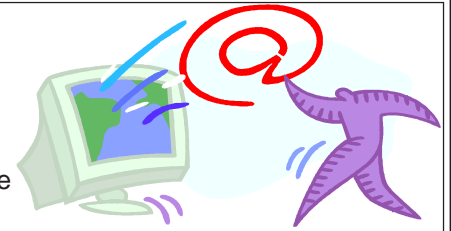
New High Head Pumps may pump twice as much

water per horsepower as older designs.

Pump	Flow @ 40 Ft. of Head	Flow @ 50 Ft. of Head	Flow @ 60 Ft. of Head
CF –Bronze 2 hp (up-rated)	>80	>70	60
Max-E-Glas II 2 hp (up-rated)	125	115	105
Max-E-Glas II 1.5 hp (up-rated)	85+	80	70



WEBTALK



Thanks guys and gals for the vote of confidence.

We continue to see more and more activity on our www.ipssafortworth.com website and I'm doing my best to add and adjust information as quickly as I get it.

We are close to 2400 hits on the website for this year.

It was good seeing everyone at the May meeting. I still need a few more business cards to post on the website. If you would **please** go on-line to check and see if you are still listed without your business card. Please give me one for your company and I'll add it to the member page. Also, if you already have a website I'll link you, so potential customers can easily surf to your own website.

Let me know if you are getting any positive results (New Customers) from our website. I have already heard of a couple and feel that more and more people are surfing the web to find what they need.

Contact me at: ladyweaver@ladywebweaver.com

Thanks, Ingrid

PS. If you need any help developing a website let me know.

A Word from the President

Our May meeting went well. Thank you Hayward! They did a great job discussing the two cleaners, their new pool & spa lights as well as their salt system. We are looking forward to getting our hands on the hand held salt testers. I let them ramble on for quite a while, I think many of you had several questions and they were happy to get to every one. That was great, they should come on by more often. We did go well past the time we had in the agenda for them. Sorry, my fault. I think education should always come ahead of business at the members meeting. I was a little disappointed when we tried to get back to business that some found it time to talk. There is always plenty of opportunity before and after the meeting for social time. Please be respectful during the speakers to keep the side discussions down so that others who are interested can learn. I make it a point to learn some thing new every day, and reciprocate and teach some thing every day. Dave Boyd opened a discussion about sick route coverage. Once again a couple of you wanted to disrupt every one and talk. That is just not acceptable. There are times when I need every one to get on board and pay attention. It is simple. Show some respect for others, we are all business owners trying to get a head. We can learn so much from the diverse group that attends our meetings. Enough said. Sick route coverage, well that is simple too. Every six months we need you to update your blue cards with us. NO, I do not need every bit of information on you customers. I just need to know how many in each zip code. Even if they are out of our "service" boundaries. If you are not current, guess what, if some thing happens, you are not covered. Ok, let's say some thing happens, then you call the Vice

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**Our next meeting is:
Tuesday, June 21st at:**

La Playa Maya Restaurant, 1540 North Main Street

Fort Worth, TX 76106 - 817-624-8411

that's a few blocks south of the Stockyards

We try to arrive around 6:30 PM with the meeting called to order at 7:00 PM.

We do our best to be finished by 9:00 PM.

**Officers Meetings
Monday, June 6th:**

Chili's Restaurant, 8000 Bedford-Eules Road

Eules, TX 76180 - 817-577-1245

Pool Quiz

1. pH's above 7.8 can cause what?
 - A. Scale
 - B. Chlorine to be less effective
 - C. Irritation to swimmers
 - D. All the above
2. Trichlor is used for superchlorination because it dissolves so quickly.
 - A. True
 - B. False
3. What does pH stand for?
 - A. Potential hydrogen
 - B. Pounds of hydrogen
 - C. Power of hydrogen
 - D. All the above
4. If you pour Muratic Acid into a pool as you walk around it. Which of the following will you affect the most?
 - A. pH
 - B. Sanitizer level
 - C. Pool plaster
 - D. Total alkalinity

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A Word from the President

President and disclose each customer's information and he will make a plan to get them taken care of. Keep in

mind you can refuse sick route for yourself, just do not turn in your card. However, you CANNOT refuse to cover a down member. You would only be responsible for up to 4 pools in your service area a week.

June meeting we will have Laars/Jandy as our guest speaker.

Please keep current with your IPSSA dues, we are charged extra for every time they are not paid on time. We can get a discount if they are always paid on time as well. If you want to set up an auto draft, see me.

The Texas Pool & Spa show is getting bigger. This next show will move to Plano in the convention center, twice the size. There will be education set up for two days. Get on board. Soon this event will be as big as Texas. I need one, two or three people to start making the show monthly meetings. These guys running this, Brett Moore and Tim Long from Dallas IPSSA are pioneers and have set the path to the future of Texas and the swimming pool industry. See me and I will put you in contact with them.

Plan to attend our next members meeting. Chris Miles will up date every one on how the two state bills went. The results will be posted at our A.P.E.C. website www.apectexas.org the site is still under construction, but check it.

Jason S. Bonser
President Ft. Worth IPSSA



IPSSA Fort Worth
 P.O. Box 820852
 N. Richland Hills, TX 76180



Quoteable Quotes
 "The will to win, the desire to succeed, the urge to reach your full potential... these are the keys that will unlock the door to personal excellence"
 Eddie Robinson

Please check our on-line calendar for other upcoming events!
 Contact me to keep the calendar updated -
 let me know when there is an event coming up that should be brought to everyone's attention!

June Calendar

- May 30th - Monday - Memorial Day
- June 6th - Monday - Officer Meeting
- June 19th - Sunday - Fathers Day
- June 21st - Tuesday - Members Meeting
- August 16th meeting at Allen's

Murray Allen
 7548 Orange Valley
 North Richland Hills, TX
 817-281-2062

Officers

- 817-605-0194 Jason Bonser - President
- 817-337-8585 Dave Boyd - Vice President
- 817-595-1167 Gordon F. Slagle - Secretary
- 817-247-5247 Paul Garcia - Treasurer
- 817-459-0808 Christopher Miles - Texas Region 9 Director

Speaker for the June 21st Meeting
Dan Warriner

For information regarding this newsletter please contact
 Ingrid Slagle
 Phone: 817-595-1167
 E-mail: ladyweaver@ladywebweaver.com

Quiz Results

- 1.) - D - All the above
- 2.) - B - False
- 3.) - D - All the above
- 4.) - A - pH

- Maintain liability insurance: IPSSA members may obtain group liability insurance through an IPSSA affiliated company.
- Meet any additional requirements as may be required by IPSSA, Inc. or your chapter.

What is the cost of joining IPSSA?

- Initiation Fee - \$ 200.00
- Monthly Fees (currently set) – \$ 88.00 includes chapter dues and meal at the monthly member meeting -

For information on getting in touch with your local chapter, go to www.ipssafortworth.com or call Jason Bonser – President at 817-605-0194

Mission of IPSSA

The Independent Pool & Spa Service Association, Inc. exists for the mutual professional benefit and growth of its members and for the continued improvement of the pool and spa service industry’s image.

HAYWARD Pool Products
One source. Every pool.

\$80.00
Texas Service Trade Mail in Rebate

Instructions for redemption:

- Coupon must be submitted to **Hayward Pool Products, Inc. within 60 days of receipt**
- This promotion cannot be combined with any other promotion
- Coupon must be returned with copy of distributor's invoices – please circle purchase on receipt

Mail to:
Hayward Pool Products
Phantom/Viper \$80 Mail-in
Texas Service Trade Promotion
PO Box 727
Long Valley, NJ 07853

Offer only valid to Trade participants residing in the state of Texas.
Program starts Jan. 1, 2005. Expires Dec. 31, 2005.



HAYWARD
PHANTOM
High Performance Cleaner

HAYWARD
VIPER
High Performance Cleaner

Official Mail-In Rebate Form: Your request for rebate must be made on this form. This offer is available to Service Trade customers only; no dealers, builders, or distributors. Theft, diversion, reproduction, sale or purchase of this form is prohibited. This offer is good only in the state of Texas, USA. Void where void, restricted, or prohibited. Offerer not responsible for mail which is lost, late or not sent to the address on the front of this form. Please allow 4 to 8 weeks for processing. This offer is valid only on purchases made between January 1, 2005 and December 31, 2005. **Envelope must be posted marked no later than January 15, 2006.** This offer cannot be combined with any other Hayward offers. This coupon is not redeemable at your distributor. For status of rebate or any question you may have, please call 808-850-3848 or visit us at www.haywardinc.com.

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