

Independent Pool and Spa Service Association

Volume 7, No. 8, August 2006

Region 9 Director's Report

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WHAT IS TOTAL ALKALINITY?

Closely related to pH, but the two must not be confused. Total alkalinity is a measure of the amount of alkaline materials in the water. This alkalinity will usually be present as bicarbonates, but with a very high pH carbonates and hydroxides can be present as well.

The relevance to pH is that the amount of alkali (hardness) in the water will determine how easy it is for changes in pH to occur.

If the alkalinity is too low (below 80ppm) there can be rapid fluctuations in pH - i.e. there is insufficient 'buffer' to the pH. High alkalinity (above 200ppm) will result in the water being too buffered - it will make it difficult to adjust or correct the pH.

By way of analogy, picture a sphere resting on a flat surface. If the sphere moves along the surface to the left, it is analogous to lowering the pH; if it moves to the right, it is equivalent to raising the pH. If the sphere had the bulk density of a balloon, very little force would be required to move it left or right. It would require a much greater force if the sphere had the bulk density of a cannon ball. In this example, the increase in bulk density between the balloon and the cannon ball is analogous to an increase in alkalinity. The increase in force required to move the balloon and the cannon ball is analogous to the idea of increased 'buffering'.

Total alkalinity is a measure of the pH-buffering capacity, or the water's resistance to a change in pH. This ability to resist change in pH is due primarily to the presence of the family of carbonate ions, but certain other compounds also provide buffering.

The carbonate ions have a special role in water saturation. The operator must control both the amount of carbonate alkalinity and the pH to provide enough calcium carbonate to saturate the water without having so much that scale forms.

Total alkalinity and pH are related in water saturation (or balance) because, at low-pH (acidic) conditions, all of the carbonate ions are converted to bicarbonates. There is no calcium carbonate formed, and water becomes aggressive to the pool walls and equipment. At high-pH (basic) conditions, too much carbonate is formed, and even the smallest amount of calcium ion present precipitates, causing cloudy water or scale. At normal pool pH conditions (7.2-7.6), most of the carbonate ions are in the bicarbonate form to provide buffering. Small amounts of carbonate ion are present to provide calcium carbonate saturation.

Total alkalinity is measured with a pool test kit, and, for all practical purposes, is equal to the carbonate alkalinity. Total alkalinity may be used directly to get the alkalinity factor (AF) for the Langelier Index.

A possible exception is when the total alkalinity of the pool water is *less than* 80 ppm and the cyanuric-acid (chlorine stabilizer) level is *over* 60 ppm. If both these conditions exist, the operator should determine the carbonate alkalinity (CA) by subtracting one-third of the cyanuric acid (stabilizer) level from the total alkalinity. If, for example, the operator finds a total alkalinity (TA) level of 75 ppm and a stabilizer or cyanuric acid (CYA) level of 90 ppm, before calculating the saturation index the following correction should be performed:

Carbonate alkalinity = Total alkalinity - 1/3 Cyanuric acid

or: CA = TA - 1/3 CYA

Carbonate alkalinity = 75 ppm - 90 ppm / 3 = 45 ppm

The alkalinity factor from the Langelier Table or Saturation Index Table will be 1.7 (at 45 ppm) not 1.9 (at 75 ppm). If these conditions existed for pool #2 in the examples given earlier, the water would be very aggressive (SI = -0.5 instead of the -0.3 shown), and the operator should take corrective action immediately to avoid corrosion damage to the pool and equipment.

At normal-to-high total alkalinity, there should be no need for a correction, and the total alkalinity test result can be used both as a measure of the pH buffering and the carbonate alkalinity in determining the degree of saturation.



July Meeting Attendance

The following member companies were not represented in June at our meeting:

All Star Pools, Alliance Pools & Spas, Carter Construction, Clear Connection Pool Service, MIKOS Pool Service, Paradise Pool Care, Sonshine Pool Service, Watersprite Pools.

If there's any mistake let me know, Splash Gordon's (817) 589-7707 – Chapter Secretary
Our standing rules call for a \$ 54.00 fine for missing two meetings in a row. Upon a third consecutive absence, the board may remove membership. It is your responsibility to make sure that you are counted in attendance at the meeting or to let one of the officers know that you are unable to attend a meeting!
Hope to see you all at the next meeting.

SPLASH

August Birthdays



Bob Pederson – A-1 Pools & Spas of Texas
DeWayne Ueckert – Clean Waters Pool Services
Mitch Kellam – Watersprite Pool Service
Tina Slagle – Splash Gordon's Pool & Supply

ipahl@sbcglobal.net or 817-595-1167



WEBTALK

Check out our www.ipssatexas.com with all the links going to all of our chapters in Texas, cool! Still a work in progress if you have any idea's run them by me, I will defiantly give them consideration.

If your information need's updating don't hesitate to contact me. That is a free service for our IPSSA members.

If you would like to develop a website for your business, even if it is only a couple of pages explaining what your company does contact me.

Website design by a fellow pool person – reasonable rates!

Contact me at: ipahl@sbcglobal.net - or – 817-595-1167 Thanks,
Ingrid

Our next meeting is: Tuesday, August 15 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.

Speakers for our next Member Meeting

Mike Hajduk SPP "Pricing for Profit"

Officers Meeting

Monday, Aug. 7 – 7pm

Monday, Sept. 4 – 7pm

Chili's Restaurant
8000 Bedford Eules Rd.
Eules, TX 76180
817-577-1245

Region 9 Director's Report

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We are an asset to these homeowners and families by giving them back the oasis they envisioned and making the pool a healthy and safe retreat from the mad rush of the front yard and down the street. Many times we are welcomed into the families because these folks rely on us for their swimming pool enjoyment. I suggest that you as professionals, read, learn all that you can. Become more informed; ask questions of those in your local chapters, and from the manufacturer's reps who come to your chapter meetings. Demand more of yourself than you who come to your chapter meetings. Demand more of yourself than you have in the past. This swimming pool world is growing each year and with all the new, smarter equipment we have to be smarter or the time is precious, but now is the time to start making plans for the off seasons shows and table tops. Hit as many as you can and always continue to grow your knowledge of the industry you enjoy being part of.

Greg Donoho
Region 9 Director

POOL QUIZ

1. The most practical way to lower the cyanuric acid level in a pool is to... a. Add potassium peroxymonosulfate b. Ammonium hydroxide c. Drain and refill all or part of the pool water d. Add large amounts of muratic acid	2. When taking a water sample from a pool for testing a. The filtration pump should be on b. Take the sample near the return lines c. Sample the water from 18" below surface d. Both A + C
3. You need to raise or lower the total alkalinity in a pool or spa depending on the type of chlorine that you are using a. True b. False	4. You will need to add cyanuric acid annually to your pools if you use which of the following chlorines exclusively in your pool? a. Trichlor b. Cal hypo c. Liquid

SPONSOR – SUPPORTERS present at our July MEETING!

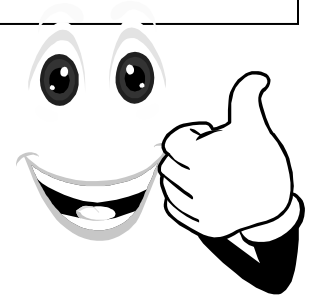
Char Thompson – American Leak Detectors, DBI – Steve Cofer, Heidi Amos & Alan Snyder – Pentair, Mike Pietrzykowski – Petro Pool, Ric Hart & Billy Ferguson – Polaris, Steve Gosset – SCP, Dave Stanat – Stellar Sales

We all appreciate these reps taking their time to attend our meetings.

There is no substitute for one on one discussion of the questions and problems we encounter in our business. This is another major reason to become an IPSSA Fort Worth member.

Besides our great insurance benefit we have the best group of independent pool and spa professionals and supporters to help us with our own business.

New Chapter Supporters



Penny Shaver
Water Safety Consultant

817-880-4699
940-433-2276 fax

pennyshaver@earthlink.net
www.alpinepoolservice.com

Caring about the Safety of all Swimmers!

Will Ainsworth
District Manager

817-706-8849 cell
800-307-7727
317-842-7761 fax

will@coverstarcentral.com
www.coverstarcentral.com

Paul Putscher
Senior District Sales Manager
817-489-3898

Alyssa Markham
Retail Sales
214-608-2229

Randy Dornan
District Sales Manager
214-287-4213

Brad Stoker
Technical Service Manager
972-989-4092

Chapter Supporters

<p>Jon Gartner District Sales Manager 972-672-2470 jgartner@raypak.com</p>	<p>Heidi Amos 817-874-3903 Bill Davis 972-247-8919 Tom Hunter 817-379-0042</p>	<p>Paul Putscher Senior Distr. Manager 817-301-6824 pputscher@haywardnet.com</p> <p>Randy Dornan Direct Sales Manager 214-287-4213 rdornan@haywardnet.com</p> <p>Brad Stoker Technical Manager 972-989-4092 bstoker@haywardnet.com</p>
<p>Craig Ponder Branch Manager Steve Gossett Sales Representative 817-595-0525 – Fort Worth Branch * Fax 817-595-3270 972-988-0657 – Grand Prairie Branch</p>	<p>Ric Hart Billy Ferguson 800-822-7933 ext. 3434 Fax 877-327-1403</p>	<p>Dalan Jones Branch Manager Brandon Wood Business Development Grapevine, TX 76051 817-410-8894 - 817-410-1338</p>
<p>Terry Williams Territory Sales Manager twilliam@jandy.com 800-227-1442 ext 387</p> <p>Dan Warriner – dwarriner@jandy.com - 800-227-1442 ext 353 Randy Barnard - Service Manager, N. TX rbarnard@jandy.com - 800-227-1442 ext 312 Jim Hill – jhill@jandy.com - 800-227-1442 ext 372</p>	<p>David L. Lynde dlynde43@att.net 604 Vicksburg Court, Southlake, TX 7609 817-329-0928 * Fax 817-329-3657</p>	<p>Steve Cofer www.DBIReps.com 214-404-8771 - Steve@DBIReps.com</p>
<p>Marshall Davis P.O. Box 136997 Fort Worth, TX 76136 www.naturalchemistry.com 800-753-1233</p>	<p>Timothy C. Kerley Senior Sales Director 800-456-3459</p>	<p>Char Thompson 817-205-9374 www.americanleakdetection.com</p>
<p>Cliff Davis Regional Sales Manager cdavis@wek.cc 214-350-6900 - 972-877-2341 cell</p>	<p>Darrell Plemons Office 817-275-1242 Fax 817-275-1249 Cell 817-228-2453 Email dplemons@sbcglobal.net</p>	<p>Jami Pittman Stellar Sales Office 940-455-2701 Fax 940-455-2702 Cell 214-507-5658 Email StellarSalesJP@cs.com</p>
<p>Mike Pietrzykowski 817-308-9279 petropool@bcglobal.net</p>	<p>Raymond Arouesty 800-497-8600 800-833-3433 800-497-2229 Fax www.arrowinsuranceservice.com</p>	<p>Sabrina L. Cadena Regional Sales Manager Office 877-278-2268 Cell 214-405-0468 Sabrina@aquaproducts.com www.aquaproducts.com</p>

IPSSA encourages its Members to Support and patronize all of our fine Chapter Supporters

Fort Worth

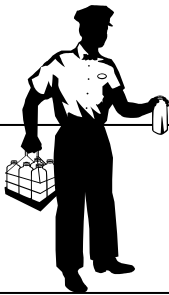
Chapter

The Milkman

I grew up in Ohio during the 1950's, which seems like two hundred years ago. We had milk delivered to our back door twice a week by the same guy named Roger for years and years. Our family got to know a little about Roger over the years because he would stop and talk for a few minutes as he was dropping off the milk. Roger was rock solid consistent. To the best of my knowledge he never missed a delivery except for his vacation time. I grew up and moved away and while home for a visit I asked how Roger was doing. Mom told me he left the milk delivery company and ran for Mayor of one of the suburban cities south of our town and was elected. Just before he left his job with the milk company he explained to Mom that he had to make a change because he saw that the future of home delivery for milk was going to die out to the competition of convenience stores like 7-11.

Roger was a bright guy who saw the future and adapted to the reality of change. We, in the pool service industry, are faced with a similar decision to adapt or change our business model in order to have continued financial success. We face stiff competition from the "Wall-Marts" in the business that continue to grow through aggressive ad campaigns and better pricing at the distribution level, as well as potential regulatory constraints (licensing) from Austin.

The thing that made Roger stand out with our family was his willingness to personalize his service. So much so that years after I had moved away I asked about him and Mom knew his "story". Do you have that sort connection with all of your customers? That level of customer care is the unique differentiator between us one pole guys and the "Wal-Mart's" in our business, because like the milkman we are always there, can relate on a personal level with our customers, and are providing a comfortable familiarity that is non-existent with the constantly changing big company employee. There are certainly many things to consider as you adapt your business strategy in order to be successful. Employing Roger's approach by connecting on a personal level with your customers can be the cornerstone to your success.



Just a Thought,
Dave Boyd

www.texaspoolandspashow.com

Where do you go when you want the best education money can provide? When it comes to the pool industry, you go to the

Texas Pool and Spa Show on January 26-27, 2007. The Plano Centre will once again be the place to get the most in-depth classes provided for Texas and the surrounding area. Education is one of the most important areas for every pool professional. There are new things being planned that you will not want to miss. Be sure to check the website for all the latest news and events planned.

If you are interested in helping out this year, let one of the TPSS directors know. They will be glad to have you on board.

TPSS Director Tim Long 972-978-9322

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!

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

August Calendar

August 7th – Officer Meeting
August 15th – Member Meeting
August 26-27 – Region 9 Meeting – Grapevine -

Officers:

Jason S. Bonser – President 817- 605-0194
David Boyd – Vice President 817-337-8585
Gordon F. Slagle – Secretary 817-595-1167
Paul Garcia – Treasurer 817-247-5247

www.ipssafortworth.com

Ingrid Slagle –
Website/Newsletter 817-595-1167



Pool Quiz results

1. C - Drain and refill all or part of the pool water
2. D – Both A + C
3. A – True
4. D – Both B + C