



IPSSA

Independent Pool and Spa Service Association

Volume 6, No. 12, December 2005

Ft. Worth Chapter Newsletter

IPSSA Fort Worth



OPPORTUNITY'S KNOCKING!

WILL YOU TAKE ADVANTAGE?

Would you be interested in participating in up to 7 educational classes that you pick from 57 that are being offered??

Would you be interested in attending a trade show that's big enough to host more than 30 manufacturers and distributors but small enough to allow "up close and personal" interaction with the exhibitors?

Would you be interested in a "free" meal with entertainment on a Friday night?

How about if this is only a short drive from the Fort Worth area?

The Texas Pool and Spa Show that is being held at the Plano Center on January 27th and 28th is for all pool and spa professionals.

For more information and to register on-line go to

www.teaspoolandspashow.com

THE BIG FUSS ABOUT STARTUPS

The most frequently asked question I receive is about startups. Most people assume that there is a perfect startup, but if that were the case, why has it never been printed? Each pool is unique – no two are quite the same in flow rate or equipment – even the plumbing. Each water municipality is different – they have standards to achieve but the water is never exactly the same from day to day. So it is next to impossible to have universal start-up instructions! However, if you learn to read the results of water testing, you can provide a successful startup service to homeowners and builders.

First, let's not confuse the zero total alkalinity treatment with a startup. These are two completely different procedures. A zero total alkalinity procedure is to remove a problem from a pool in which the plaster is at least 60 days old. A startup should not be as aggressive and the pool should be brushed frequently.

TRADITIONAL STARTUP

ALWAYS TEST THE WATER PRIOR TO ADDING ANYTHING TO THE POOL!

I cannot say this enough. If you do not know what type of water you are dealing with, how can you treat it? It also is a good idea to test for metals (especially copper in the N. TX area). Calculate the gallonage of the pool. Make a written record of all results.

- 1) Make sure the pool is circulating. Calculate the gallonage.
- 2) Test and record water readings.
- 3) Add a sequest agent. If metal readings are over .02 ppm, double your sequest.
- 4) Lower the pH to 6.8 – 7.0. When adding acid to the pool, always dilute in a bucket of water prior to adding to the pool.
- 5) The total alkalinity needs to be kept below 70 – 80 ppm during startup period.
- 6) Test, but DO NOT raise the calcium hardness level.
- 7) Brush, brush, brush!
- 8) Set the equipment for continuous operation for the next 4 – 5 days.
- 9) Repeat steps 4 – 6 at least every other day while brushing at least twice daily and recording test results.
- 10.) If you must add chlorine, add no more than 1 pound a day. Make sure it is dissolved in a bucket of water prior to adding to the pool. Di-chlor is ph neutral and stabilized – a good choice.
- 11) Once the plaster residue is gone, backwash and add more sequest agent. The ph will rise on its own. Adjust the total alkalinity to 90 – 100 but do it slowly. Do not raise the total alkalinity more than 20 ppm each visit. If the calcium hardness level is less than 150 ppm, make sure the ph no higher than 7.4 and add only enough calcium increaser to reach 200 ppm. Add stabilizer after all residue is gone and calcium level is in range.
- 12.) Explain to the homeowner that the balancing of the water will be required twice a week for the next 6 weeks. The curing of the plaster is going to constantly drive the pH up and scaling will occur if it is not monitored regularly. It is also best to advise to adjust the pH to 7.2 over the next few weeks.

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THE BIG FUSS ABOUT STARTUPS

Each pool will balance differently. You must take your readings each visit to determine when the pool is beginning to fall into range. The final water balance you leave the homeowner with should reflect the type of sanitizer that will be used in the pool. Tri-chlor tablet feeders should have a lower cyanuric acid level (30-40 ppm) and a higher total alkalinity level (100-120 ppm). Salt generated pools should have a high cyanuric acid level (60-80 ppm) and a lower total alkalinity (80-100 ppm).

DO NOT'S

Do not add salt for 30 days. Okay, I'll go 2 weeks if you can monitor the pH very, very closely.

Do not think a startup can be done with one, two or three visits.

Do not use a wheeled vacuum on a freshly plastered pool.

Do not install a pool cleaner for 2 – 3 weeks.

Do not add a sequest agent to the pool with only a few inches of water in the bowl.

Do not add any chemical until the water is to the tile.

Do not add any chemical without dissolving or diluting first. The stabilizer should be added through the skimmer and not broadcast into the pool.

Do not add calcium chloride (calcium hardness increaser) and bi-carb (alkalinity up) at the same visit without lowering the pH first. If added at the same visit, brush thoroughly between the addition of the chemicals.

Email your questions to jana@thepoolady.net

Jana is a regular contributor to the Dallas IPSSA newsletter – we thank her for her help.



Byron Titus is a new member, he was voted in at our November member meeting.





Mel Myers from Financial Investments gave a candid and interesting talk on investing for our own future. Financial Profile booklets were given out. It was definitely food for some thought for all of us. Mel can be contacted at meyers.mel@pmlmail.com or 972-980-8736

November Meeting Attendance

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

ACT
APC
Apex Water Works
Clear Connection
Sonshine Pool Service
Swimmers Choice – that's two in a row

If there's any mistake let me know, Splash Gordon's (817) 589-7707 – Chapter Secretary

Our standing rules call for a \$ 50.00 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 December meeting.

SPLASH



December Birthdays

Mike Pucket – Miko's Pool Service

WEBTALK

Let me know if you have any questions regarding the website. Or if you would like to receive a copy of our monthly newsletter.

It would be great if some of you would participate with the content of our newsletter by turning in an article of two.

I would like to hear what you do think of the articles, are they helpful and if not what subjects would be??

Contact me at: ipahl@sbcglobal.net

Thanks, Ingrid



Our next meeting is:
Tuesday, December 20th 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

Tuesday, December 5th - 7:00 pm:

Chili's Restaurant, 8000 Bedford-Euless Road

Euless, TX 76180 - 817-577-1245

You Can Advertise in the Fort Worth IPSSA Newsletter

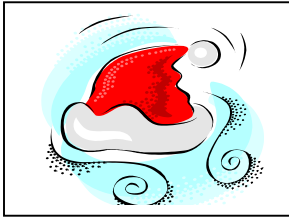
Business Card \$ 200 per year

Half-Page \$ 400 per year

Full Page Ad \$ 600 per year

For more information, contact Jason Bonser
at 817-605-0194 or aquatown@charter.net

December Member Meeting



Tuesday, December 20th - At La Playa Maya

This is our annual Christmas meeting/party.

Attendance is required as usual but this is a great time to bring a spouse or significant other or employee to a fun meeting. Remember if you bring a guest it will cost you \$ 13.00 each. We will once again have a present exchange game. I haven't participated in this in the past in part because I never was quite sure of the "rules of the game". After conversations with the other illustrious officers and my wife we have decided that the "rules of the game" are as follows:

- Anyone can participate by bringing a wrapped gift, which has a value up to \$ 20.00, there's no need for any labels telling whom it's from.
- All these gifts are placed on a centrally located table and anyone with a gift gets a numbered ticket.
- When a person's number is drawn they can have a gift.
- The first number drawn has only the option of picking a wrapped gift from the table.
- He unwraps this gift and shows it around.
- This is where it starts to get fun! The second number drawn has the choice of taking the first number's gift or taking a wrapped gift from the table.
- If number one's gift is taken he (or she) returns to the table and takes another gift and unwraps it and shows it around.
- From here till the end, as numbers are drawn the number drawn has the option of taking an already selected gift or going to the table for a wrapped gift.
- The gifts can only be owned by 3 people, that includes the original owner of the gift.
- That means a gift becomes secure only after it has been originally opened, taken once and then taken again.
- When a gift is taken from someone, that person goes to the table and takes another gift to unwrap. This way once your number has been drawn you always have a gift even though your new gift may be taken away.
- Of course, anyone may switch gifts if they want to.
- Your number is your number. It cannot be given to anyone else. If you leave early your number "dies" resulting in left over gifts at the end of the evening.
- Any gifts that are left over will be auctioned off at the end of the evening – all sales are final!

The most important thing to remember is that it's Christmas. This is only a game. No whining!



SPLASH

The 2006 Texas Pool and Spa Exhibitors:

Hayward, Pentair, United Chemical Corp., Jandy, SCP, Ray Pak, Polaris, Yellow Out, DBI, S.R. Smith, Aqua Cal/Auto Pilot, Jack's Magic, All Tech Leak Detection, American Leak Detectors, Authentic Plaster, Coverstar Central, Del Zone, Duhammell, Latham Plastics, Logan/Lynde, National Pool Tile Group, Natural Chemistry, Pentair Commercial Equipment, Pool & Electric Products (PEP), RAM Chemical, Sea Klear, Stellar Sales, Sunrise Solar of DFW, Waterway Plastics, WEK.



Texas Pool & Spa Show

Will Fort Worth members step up to help?? (it will get you in for free).

The Texas Pool & Spa Show has the possibility of becoming an annual, local trade show with a heavy emphasis on educational classes that can both benefit the small pool business owner and his (or her) employees. Some classes will be offered in Spanish, which can be seen as a benefit when looking toward the future of the pool and spa business here in Texas. Where else can you look at new products, be educated about them and meet with other professionals in our chosen field, all a short drive away and at a very reasonable price?

If you want to attend for free, just volunteer to give us a few hours help with the running of the show! Ingrid and myself have volunteered to handle the registration and attendance area of the show. That means we will need a number of people to help prior to the opening of the show on Friday and Saturday. Paul Nelson (Aqua Pool & Spa Service) and Dave Boyd (Alistair's Pool Service) have volunteered to help us and will also be teaching classes both Friday and Saturday! We have 4 or 5 members of the Dallas IPSSA Chapter that have volunteered their time to help us.

My friend Lance Rust, the Dallas IPSSA secretary is looking for some help on the loading docks. The major exhibitors will be bringing in a lot of equipment and merchandise to the show and Lance could use some help watching the doors and giving directions on where to put all the stuff. If you would like to help in any way – get in touch with me at SPLASH GORDON'S - 817-589-7707.

Our IPSSA Fort Worth Chapter will have booth in the hallway that Marie Austin has volunteered to help design. I know she will need some help manning and setting up this booth.

All of the Texas Chapters will have booths and the best booth will be awarded something (I don't know what but bragging rites till next years show will be good.)

The Dallas chapter has already informed me that since they will win this contest there is no real need for Fort Worth to try. I hope this is not the case but it will depend on some of our chapter members stepping up and helping Marie – talk to her at our December meeting.

Chapter Supporters

<p>Jon Gartner District Sales Manager</p>  <p>972-672-2470 jgartner@raypak.com</p>	<p> Heidi Amos 817-874-3903</p> <p>Bill Davis 972-247-8919</p> <p>Tom Hunter 817-379-0042</p>	<p> Char Thompson</p> <p>817-205-9374 www.americanleakdetection.com</p>
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<p> Terry Williams twilliams@jandy.com 800-227-1442 ext 387</p> <p>Dan Warriner - dwarriner@jandy.com 800-227-1442 ext 353</p> <p>Jim Hill - jhill@jandy.com 800-227-1442 ext 372</p>	<p>Ric Hart Billy Ferguson</p> <p>800-822-7933 ext. 3434 Fax 877-327-1403</p> <p>rhart@polarispool.com</p> 	<p> diversified business interests Manufacturers' Representatives</p> <p>Wes Gabbert</p> <p>214-528-7377 Wes@BDIReps.com</p>
<p> Marshall Davis</p> <p>P.O. Box 136997 Fort Worth, TX 76136</p> <p>www.naturalchemistry.com 800-753-1233</p>	<p> RAM CHEMICAL & SUPPLY, INC.</p> <p>Timothy C. Kerley Senior Sales Director</p> <p>800-456-3459</p>	<p>Mary Jane Rayner Sales Representative</p>  <p>817-657-7375 maryjane@oreqcorp.com www.oreqcorp.com</p>
<p>Paul Putscher Direct Sales Manager 817-489-3898 pputscher@haywardnet.com</p> <p>Brad Stoker Technical Manager 972-826-0167 bstoker@haywardnet.com</p>	<p>Randy Dornan Direct Sales Manager</p> <p> America's #1 Pool Water Systems</p> <p>Office 817-275-1242 Fax 817-275-1249 Cell 817-228-2453 Email dplemons@sbcglobal.net</p>	<p>DUHAMELL ASSOCIATES Manufacturers Representatives P. O. BOX 1285 Arlington, TX 76004</p> <p>Darrell Plemons</p> <p>Jami Pittman <i>Stellar Sales</i></p> <p>Office 940-455-2701 Fax 940-455-2702 Cell 817-683-7052 Email StellarSalesMR@cs.com</p>
<p> Cliff Davis Regional Sales Manager</p> <p>cdavis@wek.cc 214-350-6900 972-877-2341 cell</p>	<p> Raymond Arouesty</p> <p>800-497-8600 800-833-3433 800-497-2229 Fax</p> <p>www.arrowinsuranceservice.com</p>	<p>Darrell James</p>  <p>Office: (817) 676-9096 Cell: (817) 991-6064</p>

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

Fort Worth



Chapter

Increase your profits and service your customers better in 2006!

We're Making
a Big Splash
right in your backyard!

Jan. 27th & 28th at Plano Center, Plano Texas

Come to the Most Comprehensive Show on H2O!!!

- See all the latest breakthroughs in products
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Come to Pool School! Education is our mission.

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

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!

December Calendar

December 5th - Officers Meeting

December 20th - Member Meeting

December 25th Christmas

December 31st New Year



For information regarding this newsletter please contact
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E-mail: ladyweaver@ladywebweaver.com

Officers

817-605-0194 Jason S. 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

www.ipssafortworth.com

