



Independent Pool and Spa Service Association

Volume 8, No. 6, June 2007

IPSSA Membership has its benefits:

- Liability insurance.
- Commercial vehicle insurance.
- Sick route coverage.
- Very favorable pricing from a primary distributor on finish goods and chemicals.
- IPSSA member only Vender discounts.
- Preferred pricing for manufacturer training seminars.
- Cutting edge information on new pool & spa products.
- One on one relationship with venders when attending our monthly membership meetings.
- Website advertising for your pool & spa business.
- Monthly local and national newspapers to keep you abreast of what's new in the pool industry.
- Chemical certification training and testing.
- IPSSA Tech I, Tech II and Master training publications.
- Professionalism.
- Leadership.
- IPSSA members are greatly respected amongst their peers in the pool & spa industry.
- Community outreach programs.

IPSSA members get big discounts at preferred distributors, so much so that as little as a 50-route pool company will save enough to cover the costs of your local IPSSA dues for the year. You'll enjoy liability insurance coverage and the opportunity to learn from top pool professionals in the industry. Prospective customers will be able to look you up on the Internet and see that you are qualified to service their pools. State licensing and insurance are not required here in Texas, yet. It's on the way, are you ready? IPSSA members are. We provide sick route coverage and death benefits as well. Interested? Join the largest swimming pool service organization in the country. Unlike most liability insurance policies, ours actually covers you to do pool work. How about Hazmat and mold coverage? You're covered as an IPSSA member. You know you're interested. Go to our website and look around www.ipssafortworth.com. Come to our next meeting, it's the 3rd Tuesday of each month. Location and phone number are posted on our website. The application fee to join IPSSA is \$200. "Test-drive" us by attending three consecutive monthly meetings, pass our chemical test, and after a one on one interview with a chapter officer you're submitted for approval by the membership. Manufacturer warranty centers are also encouraged to become members. See you there.

Jason S. Bonser
President Ft. Worth IPSSA

The IPSSA/Hayward 4000 Membership Campaign for 2007-2008

The IPSSA Expansion Committee has decided that membership retention is of the utmost importance for 2007-2008. We are grateful that, once again, Hayward will award the chapter with the largest growth a full equipment set (\$10,000 retail value).

- One Tri-Star 1HP pump
- One SwimClear C5025 cartridge filter or equal in DE or sand
- One H400IDL2 induced draft heater (natural or propane)
- One New Phantom pressure side cleaner
- 5060 cleaner booster pump
- One LED ColorLogic pool light 100' cord
- One P-4 AquaLogic pool control with wireless base and control
- One AquaRite salt generator kit

The chapter that adds and retains the largest percentage of members between February 1, 2007 and January 31, 2008 will be presented the prize at the IPSSA February 2, 2008 Leadership Banquet in Newport Beach, California. These rules are different from the 2006-2007 campaign, where only new members were counted. This year, with our focus on retention in addition to recruitment, it's in your best interest to keep your current members, bring in new ones, and increase your net membership.

We are starting the year with a total of 3,586 members. Fort Worth Chapter has 51 members and is currently in 7th place.

The Paradox Of Our Times

Today we have bigger houses yet smaller families
More convenience, but less time
We have more degrees, but less common sense
More knowledge, but less judgment
We have more experts, but more problems
More medicine, but less good health
We talk too much, love too little and lie too often
And are less considerate
We have multiplied our possessions, but have reduced our values
We have learned how to make a living, but not a life
We have added years to life, but not life to years
We have wider roads, but narrower viewpoints
We spend more, but have less
We buy more, yet enjoy it less
We have been all the way to the moon and back But have trouble crossing the road to meet our neighbors.
We've conquered our outer space, But not our inner space
We've split the atom
But not our prejudice
We write more, learn less, ----- plan more, but accomplish less
We have learned to rush, but not to wait,
We have higher incomes , but lower morals
We build more computers to hold more information, to produce more copies
But have less personal communication
We are long on quantity,
But less in quality
These are the times of fast foods and slow digestion
Tall men and short character
More leisure but less fun - more kinds of food - but less nutrition
Two incomes - but more divorce
Nicer houses - but broken homes
That is why I propose, that as of today , you do not keep anything for special occasions , because every day you live is a special occasion.
Search for knowledge, read more. sit and admire the view without paying attention to your needs.
Spend more time with your family and friends, eat your favorite food and visit the places you love .
Life is moments of enjoyment and not just about surviving.
Drink from the finest crystal glass. Do not save your best perfume or aftershave but use it every day.
Remove phrases like "one of these days " , "someday" and "not now" from your vocabulary
Write that letter you thought of writing "one of these days "
Let's tell our families and friends how much we love them.
Do not delay anything that adds laughter and joy to your life.
Every day, every hour, and every minute is special.
As you do not know if they will be your last.
Believe me
"one of these days "
You will not be here to say it



June Birthdays

Jeff Blackmon – Clear Connection Pool/Spa
Brian James– Carefree Pool Service
Ingrid Slagle – Splash Gordon's Pool & Supply
Richard Szymczak – Shymring Pool LLC

Wishing all of you a great Birthday



WEBTALK

If your information on the IPSSA websites (that includes IPSSA Texas) needs to be updated don't hesitate to contact me. ipahl@sbcglobal.net – or – 817-595-1167



Thank you, Ingrid
Web Design and Maintenance - Questions, Problems, or Comments?

Our Member Meeting are:
Tuesday, June 19th - 7pm
Tuesday, July 17th - 7pm

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 6:30pm with the meeting called
to order at 7:00pm. We do our best to finish by 9:00pm

Speakers for the June
Member Meeting:

HAYWARD
America's #1 Pool Water Systems

Officers Meeting –

Monday, June 4th – 7 pm

Monday, July 2nd – 7pm

**Be seen in the IPSSA Fort Worth
newsletter.**

Be a Fort Worth Chapter supporter.

Chapter supporters receive a small ad in our newsletter all year long. You will always be welcome at our member meetings and we will be happy to run any article in the newsletter you wish to submit.

Supporter dues \$ 250.00/annually

Advertising prices: Special ads can be placed in individual issues or you can "rent" space for an entire year. You can change the ad in your space anytime you wish:

Full page ads - \$ 1,000.00/year or \$100.00/issue

Half page ads - \$ 500.00/year or \$ 50.00/issue

Quarter page ads - \$ 350.00/year or \$ 35.00/issue

Inserts \$ 100.00/issue

Business Card size ads - \$ 100.00/year or \$ 25.00/issue

For information call Jason S. Bonser
817-605-0194

POOL QUIZ

- Which of the following metals are the main types found in ionizers?
 - Lead & Zinc
 - Copper & Silver
 - Stainless steel & Iron
 - Gold & Titanium



- Bromine levels should be lower than chlorine in both pools and spas
 - True
 - False

- Which type of chlorine is considered the most dangerous to use?
 - Liquid
 - Dichlor
 - Lithium hypo
 - Gas

- Which type of chlorine causes the cyanuric acid level to rise in pool and spa water?
 - Sodium dichlor
 - Trichlor
 - Both A + B
 - None of the above

- DPD test for sanitizer can be affected by
 - High copper levels
 - Iodine
 - Ozone
 - All the above



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Brad's Corner



"Do the new pumps in the industry today replace 10 year old pumps Horse power to horse power?"

When replacing a pump, it is very important to do a small amount of research to determine what will best suit the customer's needs. Pump efficiency continues to improve and has increased dramatically just within the past few years. For example, a 10 year old 2 HP pump may have a design flow rate of 70 gallons per minute (gpm), while a new 2 HP pump can have a design flow rate of 120 gpm or more. It is important to follow a few simple steps to make sure that the replacement pump is well suited to the original installation:

Determine the capability of the existing plumbing. To maintain the maximum standards for water velocity in feet per second (fps) through

PVC pipe: 8fps on suction line & 10 fps on pressure line. 1.5" pipe will carry 50 gpm as a suction line and 65 gpm as a return/pressure line. 2" pipe will carry 85 gpm suction & 105 gpm pressure. 2.5" pipe will carry 125 gpm as a suction line and 150 gpm as a return/pressure line.

Determine the capacity in gpm of the existing pool filter.

Determine the flow rate (gpm) of the pump you are replacing.

Once you know this information, you can replace the pump with one that will work well within the existing installation. If simply replace HP to HP, you will likely oversize the pump, resulting in poor performance higher electric costs and an unhappy customer. Over sizing the pump can also cause damage to other equipment in the system by exceeding the design flow rates of these items. Properly sizing the pump to the existing installation will result in greater efficiency, lower operational cost, easier maintenance, better overall performance and fewer problems - all of which contribute to a happy customer.

Bradley R. Stoker
District Field Technical Manager
Hayward Pool Products
(972) 826-0167

Introducing THE **HAYWARD STRATUM™ VRS**

Vacuum Release System



Certified Training Class

Will be held June 19th, 2007 12:00-4:00pm
at the [Hampton Inn](#) – 13600 N. Freeway
35W, Ft. Worth
Hotel 817-439-0400

Location 35W north near Alliance Airport
To attend contact Paul Putscher
cell 817-301-6824 or email
pputscher@haywardnet.com

Class is free but you **MUST pre-register**.
Certification is required to purchase and
install the StratumVRS



**The Texas Pool and Spa Show
January 9-12, 2008**

Planning for the 2008 show is underway. We are
looking for a few good Men and Women.

If you are interested in being considered for a
committee or board member please talk to Jason or
Dave.

The 2008 show will be at the Fort Worth Convention
Centre, and we are all very excited about all the
upcoming events.

Orenda Technologies, Inc.

An Algae, Stain and Scale Prevention Company

Marketing and Sales Coordinator

Harold Evans - (972)612-3902, (214) 869-8150

Dallas Metroplex

Cecil Jamison - (214) 876-5219

Austin, San Antonio & Houston

Shane Applegate - (512) 748-8314

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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>Pat Dickerson 972-333-2958</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>Alyssa Markham Retail Sales 214-608-2229 AMarkham@haywardnet.com</p>  <p>America's #1 Pool Water Systems</p>
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 <p>Dan Warriner Territory Sales Manager dwarriner@jandy.com 800-227-1442 ext 353</p> <p>Terry Williams – Territory Sales Manager twilliam@jandy.com - 800-227-1442 ext 387</p> <p>Randy Barnard - Service Manager, N. TX rbarnard@jandy.com - 800-227-1442 ext 312</p> <p>Jim Hill - jhill@jandy.com - 800-227-1442 ext 372</p>	 <p>diversified business interests</p> <p>Steve Cofer</p> <p>Manufacturers' Representatives</p> <p>214-404-8771 - Steve@DBIReps.com</p> <p>www.DBIReps.com</p>	<p>Char Thompson</p> <p>817-205-9374</p>  <p>THE ORIGINAL LEAK SPECIALISTS™</p> <p>www.americanleakdetection.com</p>
 <p>Cliff Davis Regional Sales Manager</p> <p>cdavis@wek.cc 214-350-6900 - 972-877-2341 cell</p>	<p>DUHAMELL ASSOCIATES Manufacturers Representatives P. O. BOX 1285 Arlington, TX 76004</p> <p>Darrell Plemons</p> <p>Office 817-275-1242 Fax 817-275-1249 Cell 817-228-2453 Email dplemons@sbcglobal.net</p>	<p>Jami Pittman</p> <p>Stellar Sales</p> <p>Office 940-455-2701 Fax 940-455-2702 Cell 214-507-5658 Email StellarSales.JP@cs.com</p>
 <p>Terrilynn Tennes</p> <p>817-596-POOL</p>	 <p>RAM CHEMICAL & SUPPLY, INC.</p> <p>Timothy C. Kerley Senior Sales Director</p> <p>800-456-3459</p>	 <p>Raymond Arouesty</p> <p>800-497-8600 800-833-3433 800-497-2229 Fax</p> <p>www.arrowinsuranceservice.com</p>
<p>Fort Worth Chapter</p> 		

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

May Meeting Attendance

The following member companies were not represented in April at our meeting:
ACT Inc., Alliance Pools & Spas, Aqua-Blue Pool Service, Aquamaid Pool Techs Inc.,
Aqua Pool & Spa Service, Carefree Pools, MIKOS, Pool Patrol,
Robbie Rogers Swimming Pool, 1st Choice Pool Service.

If there is 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

Water Balance

The IPSSA "Basic Training Manual" article chapter 4 continued.....

There are 5 or maybe 6 or 7 parameters or constituents involved in water balance.

They are:

pH

Total Alkalinity

Calcium Hardness

Temperature

TDS (Total Dissolve Solids)

Cyanuric Acid (Conditioner or Stabilizer)

Additional Buffers such as Borates (Sodium Tetraborate)

By "Water Balance" we mean keeping the water parameters within their proper ranges:

Parameter	Minimum	Ideal	Maximum
pH	7.2	7.4-7.6	7.8
Total Alkalinity	60ppm	80-120ppm	140ppm
Calcium Hardness	150ppm	200-400ppm	500-1000ppm
TDS	250ppm	300-2000ppm	2500ppm
Cyanuric Acid	10ppm	30-50ppm	100ppm
Borates (if used)	20ppm	25-50ppm	60ppm

A pool is said to be "in balance" when the pH, total alkalinity, calcium hardness, TDS, and optionally the cyanuric acid and borates are all within the recommended ranges.

Regular, accurate water testing and a routine, continuing maintenance program will result in a balanced, stable and easily maintained pool. A preventative maintenance program also ensures that if problems do arise, they can be quickly and easily corrected.

The characteristics of water vary so much from area to area that it would be difficult to provide a set formula for the addition of chemicals. General guidelines will be provided. Your circumstances may require different chemical additions.

One thing that you can do to make maintaining all your pools and spas easier in the future is to keep accurate records from the beginning of tests made, chemical additions, dates added, amounts, results, and so on. Over a short period of time, a pattern will emerge. This pattern combined with your experience will help you determine a specific maintenance routine for each of your pools on service. No routine eliminates the need to test analyze the water. Keeping records will also serve as a tool to enable you to identify abnormal conditions by comparison.

pH – in our daily lives, we deal with percentages all the time-like something is 50% bigger than something else. pH is like a percentage term.

Acid – lemon juice, vinegar and soft drinks all taste sour. That is because they contain a lot more hydrogen ions (H+) than hydroxyl ions (OH-) (greater percentage). They are mild acids and therefore are called "acidic".

Base – baking soda (sodium bicarbonate) tastes brackish (or salty). So does seawater. That's because they contain more hydroxyl ions (OH-) than hydrogen ions (H+) – (greater percentage). They are mild bases and therefore are called "basic". Another word for basic is "alkaline".

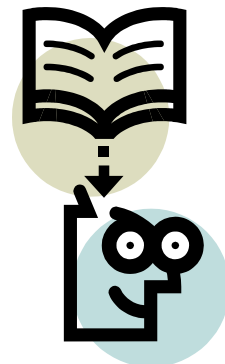
pH is one of the most important aspects of pool and spa care. If you exercise proper pH and total alkalinity control, most water balance problems will never occur.

pH is a value that indicates how acidic or basic a solution is. By the way, "p" stands for power (mathematical) and the "H" for hydrogen. "pH" is always written with a lower case "p" and an upper case "H".

Scientists know that pH is a measure of the concentration of hydrogen ions (H+) in the water. Hydrogen is the lightest element on the atomic chart of elements. As you know, it is lighter than air. Consider this, a metric ton (about 2,200 lbs.) of pure water contains only about 1 milligram (1/1000th of a gram) of hydrogen ions (H+) and hydroxyl ions (OH-). Stated another way, pure water at 77° F produces only 0.0000001. This is the basis of the pH scales. The more hydrogen ions (H+) there are in the water, the lower the pH. The more hydroxyl ions (OH-) there are in the water, the higher the pH. Together, H+ and OH- are always equal to 10⁻¹⁴. If there are 10⁻⁶ H+ than there must be 10⁻⁸ OH-.

Because you are not a scientist, you only need to remember that pH is a measure of the relative degree of acid or base in the water.

.....continued next month

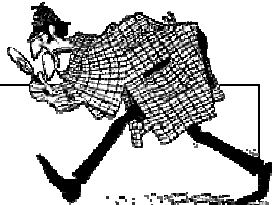




Please check our on-line calendar for other upcoming events!
 Contact me to keep the calendar updated -
 Let me know when there is an event coming up that should be brought to everyone's attention!

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

Brad's Corner



Got pool questions, Get answers!
 Submit questions to "Dear Brad" dearbrad@gmail.com
 Look for answers every month in the newsletter

June Calendar

June 4, Summer Begins
 June 4, Officers Meeting
 June 17. Fathers Day
June 19, SVRD Certification by Hayward 12-4pm
 June 19, Member Meeting
 July 2, Officer Meeting
 July 4, INDEPENDENCE DAY



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
 Paul Nelson – Executive Committee

www.ipssafortworth.com

Ingrid Slagle – ipahl@sbcglobal.net
 Website/Newsletter 817-595-1167



Pool Quiz results

1. b- copper & silver
2. b – false
3. d - gas
4. c – both a & b
5. d – all the above

"Funny Stories" Fishing

A young guy from Alberta moves to Vancouver and goes to a big "everything under one roof" department store looking for a job. The Manager says, "Do you have any sales experience?" The kid says "Yeah. I was a salesman back in Alberta ." Well, the boss liked the kid and gave him the job. "You start tomorrow. I'll come down after we close and see how you did. His first day on the job was rough, but he got through it. After the store was locked up, the boss came down. "How many customers bought something from you today?" The kid says "one". The boss says "Just one? Our sales people average 20 to 30 customers a day. How much was the sale for?" The kid says "\$101,237.65". The boss says "\$101,237.65? What the heck did you sell?" The kid says, "First, I sold him a small fish hook. Then I sold him a medium fishhook. Then I sold him a larger fishhook. Then I sold him a new fishing rod. Then I asked him where he was going fishing and he said down the coast, so I told him he was going to need a boat, so we went down to the boat department and I sold him a twin engine Chris Craft. Then he said he didn't think his Honda Civic would pull it, so I took him down to the automotive department and sold him that 4x4 Expedition." The boss said "A guy came in here to buy a fish hook and you sold him a BOAT and a TRUCK?" The kid said "No, the guy came in here to buy Tampons for his wife, and I said, "Dude, your weekend's shot. You should go fishing."