

Independent Pool and Spa Service Association

Volume 8, No. 1, January 2007

Directors Report

As you already know IPSSA has made a lot of progress this year in developing the **education** program with the new books Robert Lowry is writing. We are 4 weeks away from having this in our hands in inventory for sale. The price is \$24.95 to members and will replace the current small water chemistry guides in use now. Future books are in the making at this time as well and should be ready by the middle of 2007. The goal is to have a continuing education series. This should take about 3 to 3 ½ years to complete.

The **expansion** efforts are slowly but surely working. With our Florida Friends here today you can see we have four new Chapters in Florida. All over the IPSSA we have chapters forming, whether they are new or a large Chapter has had at least ten members that want to form a new Chapter. The most important part of growth is quality not quantity. I have been repeating this from the beginning. We do not want to grow just to have big numbers. IPSSA wants to grow in order to provide the benefits we enjoy to those who are deserving of the benefits we have.

It is almost time for **Scholarship** awards and I would encourage each of you to encourage your Chapter members to utilize this rarely used benefit we have. Remember that any full member or immediate family can take advantage of the Scholarship program. The program pays for continued education for you when it is beneficial for business education. IPSSA has **Budgeted** for the scholarship and for the Association next year. Our budget was approved at the meeting in San Luis Obispo, Ca. We have increased the amount of money for education to \$50,000. Also the **Outreach** budget has increased and in doing so new ads have been developed for the year 2007 which will be in the trade publications this next calendar year. One in particular targets Florida. The second add shows the U.S. and highlights the five states IPSSA has members in. We have also started working on a better member benefits package to offer to current and prospective persons. It includes all, we have now and a **health insurance/disability** plan as an option to members who want to use it. For a number of years we have been told IPSSA was not a large enough organization to have this as an option. Well, we evidently are not too small. We are working on finalizing the package in an effort to formally introduce this at the Leadership seminar. I know Dave Boyd has been working with Kevin Tucker in Texas, but Jim Romanowski has also been working on this for almost a year as well and has succeeded. All that is left to be done is dot the I's and cross the T's.

*Swincerely,
Greg Donoho
IPSSA Region 9 Dir. (Texas & Florida)*

Continued page 2

THE TEXAS POOL AND SPA SHOW

Education is our goal the Texas Pool and Spa Show is our dream!

Have you made your reservations yet? What better way to start the New Year off right than by attending the 2007 Texas Pool and Spa Show.

With only two months left until the big show now is the time to reserve your space.

Education is once again the main focus and there are over fifty-four (54) classes to choose from this year. Spanish taught classes are once again being offered. New this year in the education department are the premium classes being offered on Wednesday and Thursday, January 24-25 2007

The Certified Pool Operator (CPO) training is scheduled for Wednesday and Thursday, while Raypak is offering two sessions of their four hour class on the Low NOx heater on Thursday. These premium classes are at an additional cost, so go to the website and register.

Are you in need of a break from the stress of everyday life? Make your plans to attend the Golf Tournament on Wednesday, January 25. What better way to enjoy the outdoors, meet some of the sponsors, and take your frustrations out on a tiny little ball. Come and enjoy 18 holes of golf, a golf cart, lunch, the driving range, and awards all for just \$75. All the details can be found at the website

www.texaspoolandspashow.com

Volunteers are needed for both days of the show. If you are an IPSSA member and interested in giving a little of your time and being able to attend the seminars, contact Tim Long at (972) 978-9322 for more details.

The Welcome Party is going to be the event not to miss. It will be held at the Hilton Garden Inn in Allen, Texas. It is FREE but you need to register on-line.

Article by Tim Long – IPSSA Dallas Chapter

Directors Report

With the growth of IPSSA our monthly publication has grown as well. No longer do you receive a monthly newsletter from IPSSA, now we receive a monthly NEWSPAPER the **IPSSAN**. It has expanded by several pages and gone color on the cover. No longer does this periodical lose money, now the IPSSAN is a money maker. Each month it brings in almost \$1000 in the black.

There has been interest in IPSSA from all over the country once again however we are not set to go into the northern states. Occasionally we get inquiries for someplace in New York, Connecticut, or someway off distant planet, telling us that they have a lot of pool service people interested. IPSSA will grow and is currently doing so in Florida and this is our expansion area to this date.

The Leadership Seminar is coming up the first weekend in February, 2007. All newly elected Presidents and Treasurers must attend. You should plan on arriving in Newport Beach, California on Friday as the seminar begins early on Saturday morning. That evening is a banquet and Casino night fund raiser with some very nice prizes. Enjoy yourself this weekend and go back to your Chapters with information to help the Chapter grow.

*Swimcerely,
Greg Donoho
IPSSA Region 9 Dir. (Texas & Florida)*

San Antonio Region 9 Meeting December 2006



January Birthdays

Dave Boyd – Alistair's Pool Service
Paul Nelson – Aqua Pool & Spa Service
Lance Jones – Aquamaid Pool Techs
Murray Allen – Swimmer's Choice

We all wish you a Happy Birthday



WEBTALK

If your information on the IPSSA websites need's updating don't hesitate to contact me.

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

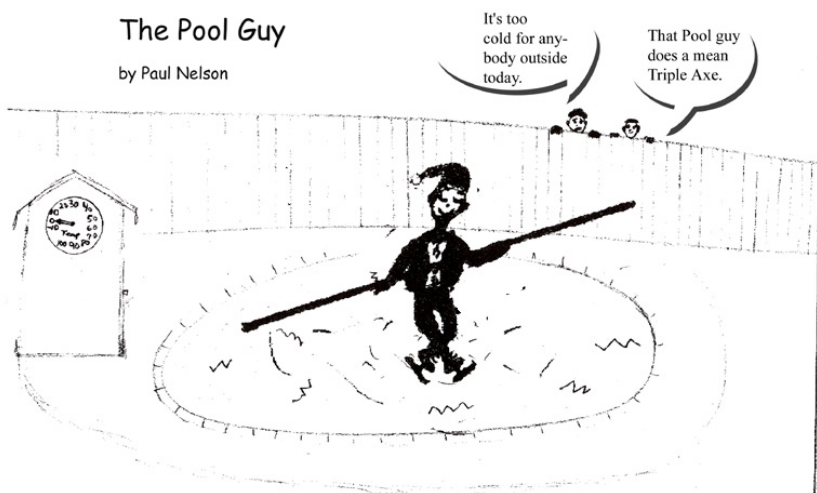
Thank you, Ingrid



12/31/2006

The Pool Guy

by Paul Nelson



Our next meeting is: Tuesday, January 16th 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

Officers Meeting

Monday, January 8th – 7pm

Corpus Christi Region 9 Meeting -
January 13, 2007

Monday, February – 5th – 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

For information call Jason S. Bonser
IPSSA Fort Worth President
817-605-0194

POOL QUIZ

1. In general, to superchlorinate a pool with no measurable chlorine residual, bring the free available chlorine level up to 5-10ppm and hold that level for 4 hours.
- True
 - False

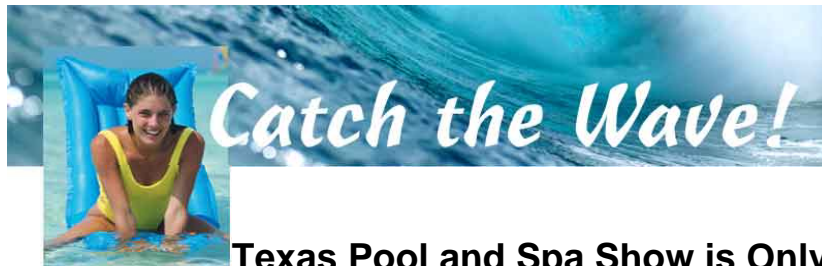
2. pH and total alkalinity are related. It is not possible to change one without having an affect on the other
- True
 - False



3. pH influences the effectiveness of chlorine and bromine at about the same rate.
- True
 - False



Dive into to 2007
Let's hope the water is fine.



Texas Pool and Spa Show is Only a Few Weeks Away
Show producers encourage participants to pre-register

December 21, 2006, Dallas, Texas: With only a few weeks left until the show, Texas Pool and Spa Show producers are encouraging attendees to register online for savings and to obtain the latest updates and information on all the activities planned for this year's event.

The Texas Pool and Spa Show will take place January 26 and 27th at Plano Centre in Plano, Texas with special activities such as a Golf Tournament and premium classes beginning on Wednesday January 24th. Show producers promise their biggest and best show ever. A Friday Night Welcome bash sponsored by Hayward Pool Products and Goldline Controls and closing ceremonies loaded with prizes and surprises are only part of the fun.

This year, an addition to the show will be the presentation of The Robert E. Kropp Award, named for a beloved member of the industry who set high standards and an excellent example in pool and spa service. The award will go to an individual who through customer service and community participation has had a positive impact on the industry.

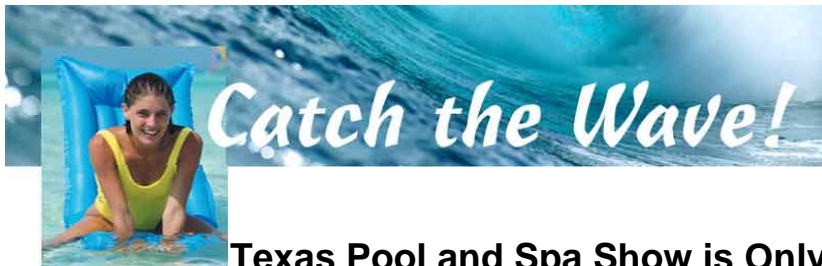
The 2007 show's theme is "**Catch the Wave...the Pipeline to competence, professionalism, and safety in the pool and spa industry**" and, as always, the main focus of the Texas Pool and Spa Show is education. Monster Wave Sponsors are Hayward Pool Products and Goldline Controls Inc. Other sponsors include Raypak, Pentair Pool Products, United Chemical Corp., Stellar Sales, Zodiac Pool Care and Polaris Pool Systems.

In addition to the regular seminar schedule running Friday and Saturday, a special Certified Swimming Pool and Spa Operator's (CPO) Course is set for Wednesday and Thursday. Raypak will also offer morning and afternoon sessions on Lo-NOx heaters on Thursday.

For details, contact Show Director Tim Long at 972-978-9322 or Assistant Director Brett Moore at 972-880-2481. To register or for more detailed information, go to www.texaspoolandspashow.com

Schedule of Events

<p>Golf Tournament Wednesday, January 24, 2007 The Golf Club at Twin Creeks, an 18-hole championship-style golf course, opened in 1995 and was designed by Arnold Palmer. Golf Digest named Twin Creeks one of the Top Ten Best New Daily Fee Courses in the State of Texas. \$75</p>	<p>Certified Pool Operator (CPO) Training, sponsored by IPSSA Wednesday, January 24, 2007 and Thursday, January 25, 2007 All Day Sessions — 8:00-5:00 pm Non-IPSSA Member \$250 IPSSA Member \$200</p>
<p>Low NOx Heater Training, sponsored by Raypak Thursday, January 25, 2007 Morning Session — 8:00-12:00 pm or Afternoon Session — 1:00-5:00 pm, Per session \$45 P. O. Box 496803 Garland, Texas 75049-6803</p>	
<p>Friday, January 26, 2007 Morning Session #1 — 8:00-9:45 am ♦ Hayward Cleaners: Viper, Phantom & Navigator, sponsored by Hayward Pool Products ♦ ThermalFlo Heat pump, sponsored by Pentair Pool Products ♦ Residential & Commercial Heaters, sponsored by Raypak ♦ AquaCal Heat Pumps & Auto Pilot Salt Systems, sponsored by Stellar Sales ♦ Basic Water Chemistry, sponsored by IPSSA ♦ Plaster Research Update, sponsored by IPSSA ♦ D.E. Filter Cleans, sponsored by IPSSA ♦ Basic Startups, sponsored by IPSSA ♦ Pump Repair, sponsored by IPSSA ♦ Leak Detection, Sponsored by IPSSA</p>	<p>Morning Session #2 — 10:00-11:45 am ♦ AquaRite Salt Systems, sponsored by Goldline Controls, Inc. ♦ IntelliFlo Pumps, sponsored by Pentair Pool Products ♦ Residential & Commercial Heaters, sponsored by Raypak ♦ "Pricing for Profit", sponsored by SCP Distributors ♦ Jandy LX/LT Low NOx Heaters, Operation & Troubleshooting, sponsored by Jandy ♦ "Defeating Resistant Algae", sponsored by SeaKlear ♦ QuickBooks Overview, sponsored by Bradley Epstein ♦ Spa Pack Troubleshooting, sponsored by IPSSA ♦ Basic Electrical, sponsored by IPSSA ♦ SPANISH: Basic Electrical, sponsored by IPSSA ♦ Electrical Wiring for pool lights and GFI's, sponsored by IPSSA</p>



Texas Pool and Spa Show is Only a Few Weeks Away
Show producers encourage participants to pre-register

<p>Afternoon Session —12:45-2:30 pm</p> <ul style="list-style-type: none"> ◆ Hydraulics, sponsored by Hayward Pool Products ◆ MasterTemp Heater, sponsored by Pentair Pool Products ◆ Jack's Magic Plaster Stain Removal, sponsored by Stellar Sales ◆ Advanced Water Chemistry, sponsored by IPSSA ◆ SPANISH: Water Chemistry, sponsored by IPSSA ◆ SPANISH: D.E. Filter Cleans, sponsored by IPSSA 	<p>Friday Night Welcome Party sponsored by Hayward Pool Products and Goldline Controls Inc.</p>
<p>Saturday, January 27, 2007</p> <p>Morning Session #1— 8:00-9:45 am</p> <ul style="list-style-type: none"> ◆ Hayward IDL2 Heaters, sponsored by Hayward Pool Products ◆ Chemicals to Increase Your Profit, sponsored by United Chemical Corporation ◆ Extreme Pool Makeover: Getting Rid of uninvited guests, sponsored by Coral Seas and DBI Associates ◆ Do's & Don'ts of Water Testing, sponsored by Stellar Sales ◆ "Pool Studio", by Structure Studios (8:00-11:45) ◆ Insurance Liabilities in the Backyard, sponsored by IPSSA ◆ Basic Water Chemistry, sponsored by IPSSA ◆ Plaster Research Update, sponsored by IPSSA ◆ D.E. Filter Cleans, sponsored by IPSSA ◆ Leak Detection, sponsored by IPSSA ◆ SPANISH: Water Chemistry, sponsored by IPSSA 	<p>Morning Session #2 —10:00-11:45 am</p> <ul style="list-style-type: none"> ◆ "Totally Hayward Program", sponsored by Hayward Pool Products ◆ QuickBooks Overview, sponsored by Bradley Epstein ◆ Basic Electrical, sponsored by IPSSA ◆ Spa Pak Troubleshooting, sponsored by IPSSA ◆ Pump Repair, sponsored by IPSSA ◆ Electrical Wiring for pool lights and GFI's, sponsored by IPSSA ◆ SPANISH: Water Chemistry, sponsored by IPSSA
<p>Afternoon Session —12:45-2:30 pm</p> <ul style="list-style-type: none"> ◆ AquaLogic Control Systems, sponsored by Goldline Controls, Inc. ◆ Ventilation / Texas Commercial Heater Codes, sponsored by Raypak ◆ IPSSA Water Chemistry Certification Test, sponsored by IPSSA ◆ "All About Pumps", sponsored by IPSSA ◆ Advanced Water Chemistry, sponsored by IPSSA ◆ Basic Startups, sponsored by IPSSA ◆ SPANISH: Water Chemistry, sponsored by IPSSA ◆ Water Clarity, sponsored by SeaKlear ◆ SPANISH: D.E. Filter Cleans, sponsored by IPSSA 	<p>Seminars Pre-registration \$75 On-site \$100 <i>NOTE: The schedule is subject to change.</i></p> <p>Exhibits! January 26-27, 2007 Friday Session —12:00-5:00 pm Saturday Session —10:00-5:00 pm</p> <ul style="list-style-type: none"> ◆ Outside demonstrations on Friday and Saturday in the courtyard ◆ Live Auction

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>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>America's #1 Pool Water Systems</p>
 <p>Craig Ponder Branch Manager</p> <p>Steve Gossett Sales Representative</p> <p>817-595-0525 – Fort Worth Branch * Fax 817-595-3270</p> <p>972-988-0657 – Grand Prairie Branch</p>	<p>Ric Hart Billy Ferguson</p> <p>800-822-7933 ext. 3434 Fax 877-327-1403</p>  <p>Your pool. Our reputation.</p>	<p>Dalan Jones Branch Manager</p> <p>Brandon Wood Business Development Grapevine, TX 76051</p> <p>817-410-8894 - 817-410-1338</p> 
 <p>Dan Warriner Territory Sales Manager dwarriner@jandy.com 800-227-1442 ext 353</p> <p>Terry Williams – Territory Sales Manager william@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 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 StellarSalesJP@cs.com</p>
<p>Penny Shaver Water Safety Consultant 817-880-4699 940-433-2276 fax</p> <p>pennyshaver@earthlink.net www.alpinepoolservice.com</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><i>IPSSA encourages its Members to Support and patronize all of our fine Chapter Supporters IPSSA – support each other – one voice becomes a mighty roar!</i></p>		
<p>Fort Worth  Chapter</p>		

Update on Christ's Haven Project

The Christ's Haven facility swimming pool was re-plastered during the third week of December. Lance Jones's company, Aquamaid, performed the work. The removal of old mastic around the perimeter of the pool has been put off due to the Holidays and colder weather. Chapter member Frank Disher of Alpha Pool Service and his crew will perform that phase with materials provided by the Ft. Worth branch of SCP who, also provided the project with the necessary plastering materials during the first phase. Weather permitting that phase should be completed by next week. The old sand from the two TR 100 filters is scheduled to be removed during the third week of the month. In place of the sand we will be installing Zeolite donated by DBI. We expect to complete all aspects of the project by the end of January.

Speaking of commitments, during our Christmas party we received almost \$900.00 in member contributions toward this project, The spirit of giving toward the Christ's Haven project was definitely out in full force during the party. Final updates on this project will be posted in our next newsletter.

Thanks for your support,
Dave Boyd - Chapter V.P.

From your President,

A special thanks to our chapter supporters who attended and made donations at our annual December Holiday party. Those donations go along way for the community projects we are involved in now and for future projects.

- Hayward- Viper cleaner and a Phantom Cleaner
- Pentair – Complete salt system
- Polaris – 280 cleaner and a jacket
- Sea Klear – Clarifier and assortment of chemicals
- Raypak – gift cards
- DBI – Yellow out

We also appreciate the attendance of our members. We had a fun time celebrating an end to another good year for the Fort Worth chapter. The White elephant gift exchange was both fun and entertaining. Especially for Amy Allen who had to exchange 6 different gifts (thank goodness she finally did get the bottle of Jack).

We all are looking forward to another prosperous year in 2007. For instance the new training manuals, the first is titled "IPSSA Basic Training Manual Part I – Chemicals" which should be available the beginning of this year. The second manual should be released soon after. The advanced manual is pending release in mid year. Group health insurance may be available as soon as Feb 1st. There will be more to follow from our regional director, Greg Donoho. We had a great visit from Greg and his wife last month. I think we wore him out with questions; he did great and talked about the new buzz with-in IPSSA.

Hope all of you rang in the New Year safely and have a great and profitable year ahead.

Jason S. Bonser



Hayward will be participating in our Texas Pool and Spa Show to give you the opportunity to take classes for Hayward Cleaners, Pumps, Controls, Heaters, Salt Chlorination Systems. Mark your calendars to take advantage of asking questions and learning new things about these Hayward products. KEEP SHARP!

HAYWARD®

Valid on purchases made from February 1, 2006 to June 30, 2006.

Envelope must be postmarked no later than 7/31/06.

To receive your rebate:

YOU MUST MAIL:

- (a) this completed form
- (b) COPY of distributor invoice

Mail to: Hayward Pool Products
 \$50 TriStar Rebate
 P.O. Box 727
 Long Valley, NJ 07853-0727

**\$50
 MAIL-IN
 REBATE**



2006 TriStar™ Pump \$50 Retail Dealer, Builder, or Pool Service Repair Company Mail-In Rebate Form

Please print clearly to ensure prompt reply.

Name _____
 Company Name _____
 Address _____
 City _____ State _____ Zip Code _____
 Phone _____ Model # _____
 E-mail _____

All information must be completed in order to receive rebate.

Serial Number (8 to 11 characters)
 Distributor Purchased From _____

See back of this form for complete terms & conditions

Purchase _____



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 Mana
 972-989-4092



Catch the Wave!

2007 Texas Pool and Spa Show

...the Pipeline to competence, professionalism and safety in the pool and spa industry

Jan. 26-27
Plano Centre



Last year we made a Big Splash that started the wave rolling into 2007. This year we are creating even more fun and excitement for all who participate!

Most importantly, together we can once again positively impact the Texas Pool and Spa Industry by focusing on Competence, Professionalism and Safety. Expose your company to the fast growing southwest

pool and spa market and take the opportunity to train attendees in the installation and service of your products in well-attended seminar sessions. We invite you to Catch the Wave and be a part of another great event at the 2007 Texas Pool and Spa Show.





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



January Calendar

New Years Eve - December 31st
 Officer Meeting – January 8th
 Corpus Christi Region 9 Meeting - Jan 13, 2007
 Martin Luther King – January 15th
 Member Meeting – January 16th
 Officer Meeting – February 5th

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

Got pool questions, Get answers!
 Submit questions to "dear Brad"
bstoker@haywardnet.com
 Look for answers every month in the newsletter

Educational Opportunity:



Jandy will be offering the following classes
 Controls – Class # 70115 – Dallas – January 30, 2007
 Heaters Level 1 – Class # 70116 – Dallas, January 31, 2007
 Heaters Level 2 – Class # 70117 – Dallas, February 1, 2007
 Contact Terry Williams –
 800-227-1442 ext. 387 for more information

Pool Quiz results

1. A - True
2. A - True
3. B - False

