



Independent Pool and Spa Service Association

Volume 7, No. 9, September 2006

Region 9 Director's Report

The War is on

August is the month for fall preparation, and of course you have to stay up with the mustard algae. Use your own resources for combating this hard to conquer enemy of the professional swimming pool service company. All manufacturers prices have escalated in the past few months due to increased production costs and high prices at the pump mean a higher transportation charge and those two add up to higher costs to you- the pro. Fight higher prices by discovering alternative methods to combating the enemy. For instance I found my way into the local feed store a few weeks back in order to stave off the elusive pink slime enemy in a backyard oasis of a valued potential client. At the local feed store the clerk asked if he could be of some help so I told him my predicament, with a puzzled look he was now clueless as to what a pool guy was doing in his feed store. You see I was needing to purchase about five pounds of nitrogen in an effort to over throw the enemy element in the before mentioned pool. Well they didn't have a five pound bag, box, or bucket but they did have fifty pounds, fifty pounds, well, okay load me up. I used five pounds out of the big bag and put the rest on my lawn. Wow did it work! I put out the nitrogen on our lawn and with a following rainfall the lawn turned the color of a baseball park in May. Back to the pool. The nitrogen-Cal-Hypo combination worked great, the next day the Pink Slime enemy was suppressed. Thanks to John Morgan for the support. It was effective and cheap! John is the past President and current Treasurer for the Austin IPSSA Chapter and his help has been tremendous in so many ways. Call on your Chapter resources for tactical support help with just about anything to do with business. I doubt you will find a better source of knowledgeable, patient guidance anywhere else. The network of business owners are at your fingertips call away, encourage yourself by helping others and the return to you is priceless friendship and help. Thanks to all of the IPSSA members for your tireless volunteerism and for the great job you do everyday to make this industry a professional advancement in the field.

I am off to San Diego this weekend for a BORD Meeting and some extended much needed time away from it all in San Marcos. I think the forecast for our time there is highs in the upper 70's and low 80's with sun and a cool Pacific breeze. AAHHHHH. Thanks for your support, and until next time.

Swimcerely! Greg

Water Hardness

Water hardness is a concentration of the calcium and magnesium in your pool and spa water but is often referred to simply as calcium hardness.

The amount of calcium hardness your water will have varies depending on your water source. Well water, for example, has a higher mineral content -- or is harder -- than a fresh-water source that has gone through a treatment plant.

Note: You do want your water to have some level of hardness. If it's too soft, the water will slowly but surely dissolve the plaster and any metal in your pool and spa equipment. If there's too much hardness, you'll see scale formation on the walls and the water will take on a cloudy appearance.

WHAT IS CALCIUM HARDNESS?

Calcium hardness is the amount of dissolved calcium (plus some other minerals like magnesium) in the water. The word dissolved is important - if you can see calcium scaling up the pipe work or the surface of the pool, it is no longer dissolved - it has stolen a march on you. Too much calcium means cloudiness and scaling up, too little could lead to the water satisfying its appetite for calcium by taking it from your grouting.

Understanding Calcium Hardness

The term "water hardness" originated with the use of soap for laundering and cleaning. Certain ions in water combined with the chemicals in soap to form a solid precipitate, or scum, and made it hard to get soap to lather. Thus, water with more than 100 ppm of hardness ions was called *hard water*. The hardness ions are primarily calcium and magnesium.

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Water Hardness

Sometimes, such others as iron and aluminum are also included but are often neglected because they are easily removed in the water-treatment process. With the development of detergents, the problem of hard water in laundering was greatly reduced, but the term is still commonly used.

Because calcium ions combine with carbonate ions to form the calcium carbonate needed for water saturation, it is important that the calcium level be closely monitored. Therefore, the pool operator needs to measure the calcium hardness to determine the calcium factor (CF) for the Langelier Index.

Like pH and alkalinity, calcium hardness affects the tendency of water to be corrosive or scaleforming. It also appears to affect the kind of scale formed. When a calcium carbonate precipitate occurs in soft water, the scale particles are large and coarse. This is seen in many tap water pipes where the local water treatment plants soften the water to 100 ppm or less.

Hard water, however, appears to produce a protective scale that has smaller, finer particles that prevent corrosion. Thus, the pool operator should test and maintain calcium hardness at 200 ppm, or higher, both to provide sufficient calcium ion for saturation as calcium carbonate (50 ppm minimum) and to ensure that, if a scale forms at all, it is the less harmful form (200 ppm or more).

The acceptable maximum calcium hardness depends on the amount of total alkalinity needed for pH buffering. If a particular pool tends to change pH rapidly, higher total alkalinity (over 100 ppm) is needed. Calcium hardness should not exceed 400-600 ppm, depending on the pH and temperature of the water. The exact values can be calculated using the Langelier Index.

Some pools tend to have very little pH drift and can use a lower total alkalinity (less than 100 ppm). Under these conditions, calcium hardness may reach 800 ppm, or more, without causing cloudy water or scale formation. Again, all of the factors for water saturation must be considered in determining the proper level to maintain.

Controlling Calcium Hardness

Calcium hardness is increased by the addition of hydrated calcium chloride, a readily available form of calcium salt. Use 10 pounds of calcium chloride (80% CaCl₂) for each 10,000 gallons of water to raise the calcium hardness 80 ppm.

The only convenient way to reduce calcium hardness, however, is to remove some of the pool water and replace it with fresh water. Very often, normal splash-out by swimmers and filter backwash procedures remove enough water to maintain an acceptable calcium level. With high temperatures and excessive evaporation rates, additional water may have to be drained periodically to lower calcium hardness levels.

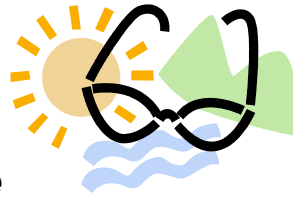
Source of this article www.poolandspa.com

Continued in next month's issue

POOL QUIZ

- | | |
|---|--|
| 1. the pH determines the effectiveness of your sanitizer
a. True
b. False | 2. What is the killing form of bromine
a. hypochloric acid
b. hydrochlorous acid
c. hypobromous acid
d. hypobromite ions |
| 3. what is sodium bisulfate
a. soda ash
b. baking soda
c. conditioner
d. dry acid | 4. which type of chlorine has the lowest available chlorine content
a. liquid
b. trichlor
c. cal hypo
d. gas |





August Meeting Attendance

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

Aqua Blue Pool Service, Aqua Pool & Spa Service, Byron's Pool Service, Diamond Pool Service, Kelley's Complete Pool Care.

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

September Birthdays



Jason S Bonser – The Water Connection – IPSSA President

Rex Godbee – Aquatic Certified Technicians

Frank Disher – Alpha Pool Service

ipahl@sbcglobal.net or 817-595-1167



Manufacturers' Representatives

Steve Cofer
214-404-8771
Fax 214-528-7665
Steve@DBIReps.com

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vinyl, plaster, or
fiberglass pool



They clean
up all
types of
algae!

WEBTALK



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, September 19 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:

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

***Speakers for our next
Member Meeting***

Trent Gardner -



Cliff Davis -



Officers Meeting

Monday, Sept. 10 – 7pm

Gordon's House –
817-595-1167

Monday, October 2 – 7pm



www.texaspoolandspashow.com

The 2007 Texas Pool and Spa Show is scheduled for January 26th and 27th at the Plano Centre in Plano, Texas

8/14/06, Dallas, Texas: In 2006 the Texas Pool and Spa Show expanded into the Plano Centre that offered a larger facility and more classroom space than previous locations. This year Plano Centre will be filled to capacity with all of the major pool and spa equipment manufacturers showing off their wares as well as conducting comprehensive classes on installation and maintenance. Show producers promise exciting special events and fun activities throughout the show. A new addition to the show is an outside exhibition area where the latest in outdoor living will be on display.

The Texas Pool and Spa Show is specifically geared to the industry. The promise is that attendees will leave with information that will enable them to better serve customers and with opportunities to increase sales and profits. Classes will include topics ranging from the installation and maintenance of specific pool and spa equipment to safety, one of the main hallmarks of the show.

This year's theme is "**Catch the Wave...the Pipeline to competence, professionalism, and safety in the pool and spa industry**". It is the fervent commitment of the Texas Pool and Spa Show producers to deliver an experience that will expose attendees to all that the fast growing southwest pool and spa market has to offer and to present classes that will enhance the success of the pool and spa service industry.

Hayward Pool Products and Goldline Controls, Inc. have come on board again this year as the Monster Wave Sponsors. They will also host the Friday night Welcome Party for all attendees who are pre-registered for the show.

Passes to seminars are \$75 for those who pre-register and \$100 the day-of. This entitles the participant to attend classes of their choice as space permits. Lunch is provided for seminar attendees. Exhibits are free to all show attendees who pre-register. For event information and to register, go to www.texaspoolandspashow.com or call Tim Long, Show Director at 972-978-9322 or Brett Moore, Asst. Show Director and Sponsor Coordinator at 972-880-2481.

The 2007 Texas Pool and Spa Show is under the direction of the Texas Pool and Spa Show Board of Directors, members of Texas Chapters of IPSSA with help from an advisory board comprised of leaders in the southwest pool and spa industry.

For more information, contact Lou Ann York at Lou Ann Robins-York Public Relations (214) 343-1599.

SPONSOR – SUPPORTERS present at our August MEETING!

Char Thompson – American Leak Detection, Paul Putscher – Hayward, Ric Hart, Billy Ferguson & Gary Boatman (Oklahoma) – Polaris, Jon Gartner & Dave Scroggin – Raypak, Brandon Wood & Mike Putnam – Superior (Pool Corp.), Cliff Davis – WEK & Associates

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.

IPSSA Fort Worth would like to grow but in the right direction. If you know someone in our line of work that you feel is reputable invite them to our member meeting.



Paul Putscher announced that the “Hayward Training Trailer” is coming to town in October, check the counter cards at our suppliers for dates and times. They will be holding classes at SCP branches, Superior, Poolquip and PWP. It will be best to register for the times you want, as there is only room for 20 people at a time in the class.

Mike Hajduk
President

mikeh@servicemanager.com



3610 West Pioneer Pkwy., Ste. 211
Arlington, Tx 76013
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800.459.4500 - Office
817.299.0209 - Fax

CALLAHAN ROACH
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Our August speaker was Mike Hajduk, President of Callahan Roach business solutions. He presented some eye opening information about how to make money in the pool & spa service business. Did you know 25% of all service businesses go out of business every year? He stated that the overall net profit margin in US service companies is 6%,7% (not much, considering all the hard work!) every business should analyze what its’ actual cost of doing business is.

Seven service pricing items you need to know:

1. total number of “sold” hours
2. know your market, what are your competitors rates
3. know you overhead
4. know your “break even”!
5. know how much you want to make
6. know your growth plan
7. know how to explain your charges to your customers

We thank Mike for this useful “food for thought”.

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

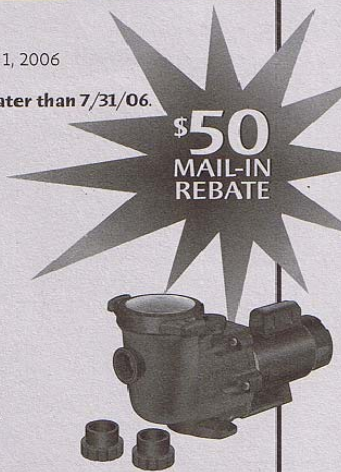
Envelope must be postmarked no later than 7/31/06.

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



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 _____
 Purchase Date _____

See back of this form for complete terms & conditions

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



Welcome

Two new members were voted in during our August meeting:
1st Choice Pool Service – Josh Allen and
Pool Aid, Inc. – John Powers
That brings our membership to 37 member companies. Way to grow!!!



End the Summer With a Splash!

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 \$ 200.00

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

Full page ads - \$ 600.00/year or \$ 60.00/issue
Half page ads - \$ 400.00/year or \$ 40.00/issue

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





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

September Calendar

September 10th – Officer Meeting
September 19th – Member Meeting
September 23rd – First day of Autumn

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. A – True
2. C – Hypobromous acid
3. D – Dry acid
4. A – Liquid

A sad day September 4, 2006 – Steve Irvin “The Crocodile Hunter” dies in freak accident. Splash and I always got a kick out of watching his crazy antics with the unusual animals. It was a shock to hear of his death.