

IPSSA Forth Worth News

Volume 5, No. 11

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date the bill is due. If you are dealing with a large corporation, ask for a vendor number and include it on the invoice. It is often required before a check is cut. You may need to consider adding a late payment penalty charge to your invoice.

- x Request a portion of the payment up front. Depending on your business, you often can request part of the payment in advance.
- x Bill your clients more often. Instead of billing every 30 days, try billing every two weeks.

Taken from www.bbb.com

free replacement product of equal value.

All of the articles in this column were taken from:
www.poolandspanews.com

Chapter News...

This months meeting will be back a La Playa Maya!!! We had a great time last month at Amy and Murray Allen's House, so be sure to thank them next time you see them. We also welcomed two new members: Scott Mc Farland and Bill Lorber. Welcome to the chapter guys!! Remember we are always looking for new chapter members so be sure to tell any other pool guys you see about the many benefits of Chapter Membership. Marie Austin, as Chapter Rep and Paul Gleim, for Jason Bonser, attended the Region 9 Meeting in San Antonio a couple of weeks ago. There were a lot of interesting things discussed at the meeting that will propel IPSSA and our industry to the next level. Members should be proud of the work our regional board is involved in. Our Regional Director, Chris Miles, has made leaps in relationships within the industry and it seems more good things are to be seen from him. We discussed many safety issues and how to promote IPSSA, as well as plans for the Texas Pool and Spa Show in January. Formally known as the Dallas tabletop, this years show is fashioned after the PIE show and will include a day of training and a day of tradeshow activities. The hope is that one day, it will be a full scale annual Texas Tradeshow. Be sure to support the endeavors of the Dallas chapter and attend the show.



Fall 2004/Winter 2005 Training Dates

As you know, proper training can make a big difference in your ability to please customers and gain their confidence. Following are the local training dates for some of the major manufacturers:

Raypak Training Dates

Arlington- Tuesday, 1/18/05

Plano- Thursday, 1/20/05

Contact information:

(805) 278-5302

Pentair Training Dates

Dallas/Fort Worth - 10/22/04

Dallas- 02/03/05

Fort Worth- 11/16/04

Contact Information

fax 800-582-2112

ph 888-755-7946

Jandy Training Dates

Dallas/Fort Worth heater class 03/22/05, 03/23 (2 days)

Dallas/Fort Worth- 03/24/05

Advanced Heaters- Houston 12/14/04

Pumps/Filters- Houston 12/15/04

Like to Surf?

Try these sites for industry related information:

www.window.state.tx.us/taxinfo/sales

www.tppc.org

www.ipssa.com

www.tdh.state.tx.us/beh/gs/pools.htm

www.arrowinsuranceservice.com

www.nspf.org

www.lightningsafety.com

www.poolandspanews.com

www.cdc.gov/healthyswimming

www.cpsc.gov

www.poolsafetynetwork.org

CALENDAR OF EVENTS

11/16/04- 7 PM

IPSSA Fort Worth Members Meeting
La Playa Maya Restaurant
1540 North Main St, Fort Worth
(817) 624-8411

December 1-3, 2004

International Pool and Spa Expo, Las Vegas Nevada
www.poolandspaexpo.com

12/6/04- 7 PM

IPSSA Fort Worth Officer's Meeting
Chili's
Bedford-Euless Road

12/21/04- 7 PM

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1/3/04- 7 PM

IPSSA Fort Worth Officer's Meeting
Chili's
Bedford-Euless Road

1/18/04- 7 PM

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1/21&22/2005

Dallas IPSSA Annual Table Top
See Insert

2/7/04

IPSSA Fort Worth Officer's Meeting
Chili's
Bedford-Euless Road

2/15/04

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La Playa Maya Restaurant
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How can IPSSA Membership
better your business?????

- x Education
- || Networking
- || Industry News and Events
- || Special Offers and Discounts
- || Sick Route Coverage
- || Life Insurance
- || Liability Insurance
- || Optional Commercial Auto Insurance

IPSSA Code of Ethics

As a member of the Independent Pool and Spa Association, Inc., I will utilize my professional knowledge and skilled practical workmanship in providing quality customer service. To that end, it will be my responsibility to keep informed of developments in the pool and spa industry, including new techniques and product applications.

My second obligation will be to IPSSA members by giving them any professional assistance they need, including sick route coverage. In this endeavor, I shall respect their clientele and not encroach upon their routes.

My final responsibility will be to my community and its citizens. I will strive to communicate the necessity of pool safety and other issues of importance to pool and spa owners.

In these ways, I will promote the ideals and objectives of the