



Independent Pool and Spa Service Association

Volume 7, No. 11, November 2006

Region 9 Director's Report

Fall is in the air. If you are feeling worn out, tired, or just plain ole sick of it all, then I promise you are not alone. I was in Florida at the Minnesota Chapter Meeting and then started a new Chapter in Cape Coral. In Florida as well as Texas pool service people are getting tired, maybe burned out. There is so much to do and the phone NEVER stops that ringing.

This fall slow down a little and enjoy the cool, dry mornings and evenings. Sit out on the front porch and watch the kids play in the yard. Try to put yourself in a better mood by doing something for you. No, no, not a mandating type of thing, but a few hours a week of down time after the long hot trying summer of everyone needing you now. Start planning the educational events which are available to your schedule.

The Texas Pool and Spa Show is in late January offering everything from basic water chemistry to how to use billing programs efficiently. Then you can also enjoy the show floor where the exhibitors will be happy to show off their latest wares. The TPSS is to held at the Plano Center, same as last year, with a new idea being integrated. The show will have the indoor floor available and it will be loaded, but this year an outdoor area will have the very best in backyard living available for your inspection. Outdoor kitchens, music, lounging around and lights. This is a feature we are pleased to have been able to provide the Manufacturers and many gladly accepted with the notion more space equals more stuff for you to see.

Think out of the box for your company next year. Learn more about what is offered for backyard living and experience the best Show in Texas. Who knows you may learn something new and a new way to make some extra money. I hope to see you all in Plano in late January. Until next time.

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

Stabilizer

Forms a protective bond around the chlorine, making it more resistant to being burned off by the sun. Makes chlorine tablets last longer. Pools should be stabilized whenever large amounts of fresh water are added. The level should be 35 ppm and is adjusted by adding Stabilizer Conditioner. Usually Cyanuric Acid is used as Stabilizer.

WHAT IS CYANURIC ACID?

Chlorine in outdoor pools must be shielded from the degrading effects of the sun's ultraviolet (UV) rays. Cyanuric acid is used in outdoor pools with the inorganic chlorines such as calcium hypochlorite, sodium hypochlorite, lithium hypochlorite and chlorine gas.

It is recommended that the cyanuric-acid level be 30-50 ppm with a maximum of 100 ppm and a lower limit of 10 ppm. The level of cyanuric acid is reduced by dilution due to filter backwashing, bather dragout or dumping. To meet health codes, pools above 100 ppm need to be drained of about 20% of volume, and fresh water added. Four pounds of cyanuric acid will offer a reading of 50 ppm in 10,000 gallons of water. Cyanuric acid has a pH of 4.0, and if added to a gas-chlorinated pool, the addition of one-third of a pound of soda ash per pound of cyanuric acid is recommended.

'Chlorine Lock,' a term given to a condition once thought to be produced from high cyanuric-acid levels tying up free available chlorine, has been proven false by the industry. Generally, high cyanuric-acid levels of 400 ppm or higher are associated with excessive Total Dissolve Solids (TDS) or combined chlorine or chloramines and not "Chlorine Lock.'

REMEMBER - Good water chemistry can only be achieved when all four of chemical levels are kept constant. Good Alkalinity helps keep the pH in the right range so that the chlorine can do its job properly. Stabilizer keeps more of the chlorine in the water instead of being wasted ! The result? A crystal clear pool!

A Word From the President,



Can you believe that November is here and the Christmas holiday season is now upon us? Wow, just were did the year go? And thank you who ever turned off the summer weather. Finally we have a real fall. But that just means we need to get your pools ready for winter. Time to check all your calcium and CYA readings. And stop using tabs, and shock as needed.

Remember that most salt systems will not read the salt level correctly and many will stop making any chlorine. They will also show some type of low salt/check cell error code.

Remind your home owner that is normal. Keep in mind the salt level will not go down with use, but will go down with dilution. Simple rule for salt pools will be to add a pound of CYA per bag of salt. All salt systems need the CYA around 80, not 40 or 180.

The pools you use tabs on, if the CYA is above 40, time to consider draining them. Think about the few trouble pools you have and see if the CYA is 150 plus. Enough said.

The next thing you need to do is to clean all the filters. And a must would be to check all your pool cleaners, bearings, bags, belts, you get the point. After all that, repairs need to be made for the seal leaks, plumbing leaks, etc. The first freeze might make the problem worse if it's not fixed.

And last of all, test the system freeze protection. Make sure on all your Control systems that the filter pump and booster pumps (excluding the cleaner pump) are on freeze protection. They can also be set up to protect the system in pool and spa modes. Bring cups and ice and check them out now. System run times can be greatly reduced with the water below 60 degrees. If you are covering pools, make sure the pool is clean before the cover goes on. A last super shocking would help as well. Replace skimmer and pump baskets, so the broken ones don't allow the debris to plug the pump. Especially for the ones were you know that the home owner never checks their own. You may want to add a note to their invoices reminding them of the need to empty baskets regularly when the leaves are dropping and blowing around. Keep in mind that this is the time when owners put down the last lawn treatment, and with big rains, all that can wash into the pools. Ok, so you really won't see the effects till the spring, but when you have algae in April, that may be the source. This is also a great time to check the chemical readings and adjust if needed.

I was just thinking. Off to the hot tub with a cigar and a jack.

Jason S. Bonser



WEBTALK



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

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, November 21 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***

Brad Stoker



Officers Meeting

Monday, November 6th – 7pm

Monday, December 4th – 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

F.Y.I.

Due to increased expenses our Meeting Fee (cost of meal) will go up \$ 2.00 in January (from \$ 13.00 to 15.00)



A new member was voted in during our October meeting:

Robbie Rogers – Robbie Rogers Swimming Pool Repairs & Remodeling
That brings our membership to 38 member companies. Way to grow!!!

Welcome



Preventive Maintenance should be Performed Twice a Year

State Fair is the time to get your pools winterized

Spring Break is the time to get your pools ready for the summer

Well its winter time again, the leaves are changing, footballs back on TV, and your pool work might be slowing down. While sitting on the couch thinking about Christmas coming, I thought you might be looking for a way to make extra money. Well doing p.m.p's is a great way to keep busy ,add funds to a slow time ,and once you have established a p.m.p. list that you have been doing for a couple years it can also be used as collateral for a businesses loan. You can set the time for these to be done when ever you want but I always tell my customers we do them twice a year, when spring break comes we are getting the pool ready for summer, state fair time we are getting the pool ready for winter. Getting started you need to make up a p.m.p. list this is what you will be checking and what preventive maintenance you will be performing. I always like to clean filters, clean and inspect heaters, then check the rest of the pool, cleaner, deck o seal, plaster, pump, etc. Every time I do one I leave the home owner a list, this is what I checked and this is what I found, these are the things I think need to be addressed now and these items can be done the next time we come. You keep a copy of the report and the next time you call to set up the p.m.p., remind them about the items from the last report that need to be done this time. **Preventive Maintenance Programs** are a great way to update the home owners equipment.



The first time you came out your report stated that there equipment all needed to be replaced, due to age and condition, but after a couple times of you coming, their pool is as good as a new pool, and the home owner was able to do it in stages. They love that the green monster and head aches are gone and you are happy with the job you have done and the money you have made.

Some helpful hints from Lance Rust – IPSSA Dallas Chapter Secretary.

He stopped by our September member meeting in Fort Worth. Lance is running for Dallas Chapter President. He cares a lot about his Chapter and has been a vital instrument in getting a closer relationship established with all our other Chapter Members all over Texas. Thanks Lance and good luck on the upcoming election.

From: Lance Rust secretary IPSSA Dallas

To: IPSSA Fort worth Board

I need to take a minute to thank all of the Fort Worth Board for the great time I had at your members meeting. When I think about what IPSSA is or what it means to me, being invited to your meeting and seeing how things are done there, the sharing of information, bringing parties together comes to mind. I don't know whether or not I will lead the Dallas chapter next year, but if I do, I look forward to exchanging many ideas, and keeping the door between Fort Worth and Dallas open.

Sincerely yours Lance Rust

POOL QUIZ

- | | |
|--|--|
| <p>1. Using which of the following to raise total alkalinity will have the least affect on pH</p> <ol style="list-style-type: none"> Soda Ash Sodium sesquicarbonate Sodium bicarbonate Sodium dichlor | <p>2. Ozone in a pool or spa application works best if it is used in combination with</p> <ol style="list-style-type: none"> Chlorine Bromine Both a + b none of the above |
| <p>3. Oxidation means to convert all the chlorine that is combined with other compounds in the water into the killing form or to destroy these compounds so they can be filtered from the system</p> <ol style="list-style-type: none"> True False | <p>4. Gas chlorine is the purest form of chlorine</p> <ol style="list-style-type: none"> True False |





**The 2006 Texas Pool and Spa Show Presents The Robert E. Kropp, Jr. Award
For Outstanding Service in the Pool and Spa Industry**

November 6, 2006, Dallas, Texas: An important addition to this year's Texas Pool and Spa Show will be the presentation of The Robert E. Kropp, Jr. Award. The Texas Pool and Spa Show is proud to present the first annual Robert E. Kropp, Jr. Award in honor of a man who was beloved by customers and co-workers alike. Robert Kropp's "above and beyond" attitude earned him respect and loyalty as he set high standards and an excellent example in the pool and spa service industry. The award will be presented to an individual that through excellence in customer service and participation has had a positive impact on the southwest pool and spa industry. Those wishing to submit a candidate for the award may do so by submitting a one-page nomination letter including a brief history of the nominee and the reasons why he or she should be considered for the honor. A committee including members of the Kropp family and Texas Pool and Spa Show officials will make the final determination. Nominations may be submitted by emailing info@texaspoolandspashow.com or by mail to Award Committee, Texas Pool and Spa Show at P.O. Box 496803 Garland, TX 75049-6803, and must be received no later than January 15, 2007.

Robert Kropp moved to Dallas in the mid-1960s and attended Southwestern Assembly of God College. He learned a strong work ethic that showed to his employers over the years before he started his company. He began to clean swimming pools when he was working the night shift at the *Dallas Morning News* and was unable to sleep during the day because of children playing outside his apartment window. So he asked around at his apartment complex about odd jobs that he could do. They agreed to let him clean the pool and he was given free rent in return. In 1966, Robert's Pool Service began.

Over the past four decades, his business grew from a small seed that he planted in 1966 into a large corporation that still serves hundreds of properties in and around the Dallas-Fort Worth Metroplex. His business was more than a source of income to him. It was a way for him to touch and empower many lives. Over the years, there were many employees who he "adopted" and encouraged. Many of them own their own businesses today. He enjoyed helping others grow and succeed, and he postponed his retirement because he could not imagine life without daily interaction with his customers and co-workers. As every businessman hopes, he left behind a prospering business and a lasting legacy.

The Robert E. Kropp, Jr. Award will be presented at the closing ceremonies on Saturday afternoon.

The Texas Pool and Spa Show takes place again this year at the Plano Centre on January 27th and 28th. The 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 have promised and will deliver 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.

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.



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!

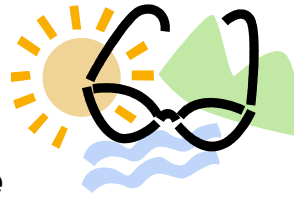
Most importantly, together we can once again positively impact the Texas Pool and Spa Industry by focusing on Competence, Professionalism and Safety. Expose your company to the fast growing southwest

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 come into another great event at the 2007 Texas Pool and Spa Show.



Plano Centre, Plano, Texas

www.texaspoolandspashow.com



October Meeting Attendance

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

All Star Pools, Aquamaid Pool Techs Inc., Blue Water, Byron's Pool Service, Clean Waters Pool Service, Clear Connection Pool Service, Diamond Pool Service, Kelly's Complete Pool Care, Neptune Pool Service, Pool Patrol, Sonshine Swim, Watersprite Pools

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

November Birthdays



Catherine Grant – All About Water
Ken Dennis – G & D Pool and Spa
Dale Lochtefeld – Paradise Pool Care
Jack Szymaczak – Shymring Pools
Gordon Slagle – Splash Gordon's Pool & Supply
Jonathan Hurd – Sunshine Pool Service
We all wish you a Happy Birthday

ipahl@sbcglobal.net or 817-595-1167



Manufacturers' Representatives

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

Spending more time on
your pool than in it?



Then let EPA-registered
chlorine & **YELLOW OUT**
do the dirty work!

Products Include:

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- **VAC-ALERT**
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No Metals
No Brushing
Works in 24 hours
Dissolves immediately
Safe in any gunite,
vinyl, plaster, or
fiberglass pool



They clean
up all
types of
algae!

. SPONSOR – SUPPORTERS present at our October MEETING!

Paul Putscher, Brad Stoker, Todd Payne, John Ott and Alyssa Markham-Hayward
 Ric Hart and Billy Ferguson-Polaris, Dave Stanat-SCP.



- Marketing Program - Hayward Pool Products
- Hayward Cleaners, Pumps, Controls, Heaters
- Aqua Logic Controls - Frank McCarthy
- Hayward/Goldline Salt Chlorination Systems - Frank McCarthy
- Hayward Hydraulics - John Ott



Come and see what is possible with the help and resources of Hayward Pool Products. This program is designed to help pool professionals with excellent products, in field service support, customized marketing materials, in store displays and merchandising, co-op advertising assistance, and loyalty incentives. You owe it to your business to at least check this out.

Instructors: Paul Putscher is a veteran of Hayward Pool Products, receiving the "20 Years of Sales Excellence Award" from Hayward in 2005. Paul has aided in the creation, development and implementation of the **"Totally Hayward" Partner Program**.

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

Please print clearly to ensure prompt reply.

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 Company Name _____
 Address _____
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 Phone _____ Model # _____
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All information must be completed in order to receive rebate.

Serial Number (8 to 11 characters)
 See back of this form for complete terms & conditions
 Distributor Purchased From _____
 Purchase Date _____

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
 972-989-4092





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

November Calendar

November 6th – Officers Meeting
November 11th – Veteran's Day
November 21st – Member Meeting
November 23rd – Thanksgiving Day



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

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. C – Sodium bicarbonate
2. C - Both a + b
3. A – True
4. A - True