



IPSSA - FORT WORTH

Volume 6, No. 9, September 2005

Newsletter



A Trade Show for ALL Texas Pool & Spa Professionals

I have been discussing the Texas Pool & Spa Show with Lance Rust, IPSSA Dallas's Secretary and someone I have known for more than 20 years. I learned some things from him about the Show that I was not aware of, so I figured that some of you may not be aware of either:

First of all, although the Dallas Chapter of IPSSA basically created the show, it is now a completely separate entity. That means that it is a stand-alone corporation. This was necessitated by the growth in size, cost and liability of the show.

The show is under the direction of the 2006 TPSS executive board, which is made up of members of the Dallas chapter of IPSSA Inc. and other Texas chapters.

I have always enjoyed trade shows. There is something new to learn in the educational classes and new merchandise to see in the exhibits. Unfortunately attending trade shows in Georgia, Nevada, California, Florida etc. is expensive and time consuming. With a show so close, there is no reason for anyone in our profession not to support it.

If you did not attend last years show, you missed a good one. I attended both days and found the classes to be both interesting and educational. I learned at least one new thing in every class. This year we may be able to move from class to class if we decide that we would rather be in a different class than the one we started in. What a great idea! Some of the classes will be taught in Spanish and lets face it, that's important here in Texas. The classes Friday and Saturday will be taught by show sponsors and local IPSSA guys.

Friday night there will be a welcome party with lots of good food, beverages and a band.

Exhibits will be open from 10 am to 5 pm on Saturday. Unlike some of the huge trade shows, there is plenty of opportunity for one on one with the manufacturers reps. There are some great door prizes, raffle items and silent auction items.

Although the board has done the yeoman's share of the work, it's my understanding that there is a need for volunteers for all sorts of jobs. I plan to attend the September meeting to see what I can do to help.

In the past the Fort Worth side of the metroplex has been – shall we say – almost absent in volunteering in a "Dallas" function. Lets see what we can do to change that! This show is for ALL Pool & Spa Professionals.

Again, the Texas Pool and Spa Show has the potential to offer every pool professional in Texas an opportunity to have a trade show in it's own backyard. Anyone wishing to go along and volunteer can call me at Splash (817) 589-7707. You can also call Tim Long – Show Director (972) 978-9322 or Brett Moore – Asst. Show Director (972) 880-2481

Welcome New Member

IPSSA Fort Worth is proud to include John Hurd into our group. John is Fred Hurd's son. Fred is in China, pursuing a life long dream. John will be continuing to use Sunshine Swim as his company name. John is a former lifeguard with the City of Grand Prairie and has helped his dad the past 5 or 6 years in his pool service business during the summer months.

With only a few months of working by himself he has expressed a need for assistance as things come up that he is unfamiliar with. One of the great things about IPSSA is that although we are "competitors" we are willing to help our fellow

members. We all realize that there are plenty of customers to go around and one of our major goals is to insure that IPSSA members are the "cream of the crop" in the pool service industry.



August Supporters

Steve Gosset from SCP brought a Pentair Legend Cleaner that was auctioned off by our resident Auctioneer Greg Clark.



Paul Putscher and Brad Stoker with Hayward attended and as always were helpful with any and all questions.

They showed us how great their "Color Logic" L.E.D. pool and spa lights look in the water.

PayPak's Jon Gartner (who by the way makes a mean Pinacolata.) Is always available to help with our heater questions.



A Word from the President

A great leader never sets himself above his followers except in carrying responsibilities.

Some cool front? I think it still hit 95. Oh, well not much of that left. Last month's meeting went well. Thank you all whom participated. Thank you to the Allen's, opening their home to a bunch of grubby pool guys is no easy deal. We had a great time. A special thanks to Pentair and SCP for the legend cleaner, and thank you Scott for winning the bid. It was great to see Hayward there. Paul and Brad, you guys are always welcome, come by more often. We voted in a new member, welcome onboard John Herd. Everyone welcome him to our chapter. We also have a member transferring from California. Jerry and wife Penny Shaver. He was a co-founder of the Delta chapter in Stockton. Welcome to Ft Worth! This month's guest speaker will be Polaris, plan on coming out. This month we will be forming a committee for new officers. Take some time and think about serving our board, and the future. IPSSA here in Texas is moving fast. Get on board. We are looking for people to sit on a national committee for education. Think you know your stuff? Help out, it's all our futures. We would also like articles for our newsletter, every month, anyone interested? How about any cartoonist out there? Have you heard the buzz coming from Dallas? That's right the North Texas Table Top is right around the corner. This year they have moved the show to Plano. I know every one will go. It's a great opportunity to see all the new products as well as the main reason, education!. This year there will be two days of classes. More to follow. Time to get our Christmas party organized, any one interested in helping out see me at the meeting. Any one interested in joining A.P.E.C. please see me or Chris Miles. Stay cool!

Jason S. Bonser - Fort Worth Chapter President

“ A promise made is a promise kept”

How many times have we promised to do something and then not followed through? In my personal experience, there have been many times when I have failed to follow through on a promise. I'm sure we can all point to times when we just didn't "feel" like it, or decided to get to it later. Seems there is always a consequence to not following through, doesn't there? I know how I feel when I've been promised something by someone and **they** failed to follow through.

Now take these unpleasant consequences or the feeling of disrespect you get when promises go unkept and apply them to your customers. We pool guys sell many services to our customers on a daily basis. Showing up when we promise to, completing all the elements of promised service, and making repairs on time and for the quoted cost is at the core of what IPSSA is all about. Building trust with our customers by consistently delivering on these promises is what differentiates us from all the rest of the pool guys. It is the corner stone of our association and when consistently practiced, enables us to expand our business, protect our profit margins, and gain the trust and confidence of our customers.

We the members of the Ft. Worth chapter have expressed a strong desire to acquire as much technical training as we can to meet the changing pool technologies and the likelihood of some form of State of Texas regulation in our business in the near future. As we prepare for this new environment, it is critically important to remind ourselves that "Our word is our bond" with the customer and it must be consistently kept through the promises we make.

Just a Thought,

Dave Boyed - Fort Worth Chapter Vice President



WEBTALK

We continue to see more and more activity on our www.ipssafortworth.com website

and I'm doing my best to add and adjust information as quickly as I get it.

We have had over 2900 hits on the website for this year.

Let me know if you are getting any positive results (New Customers) from our website.

Contact me at: ipahl@sbcglobal.net

Thanks, Ingrid

Members we still need business cards for the website –

APC

Aquamaid

Clear Connection Pool Service

DFW Pool Service

G & D Pool & Spa Inc.

Kelley's Complete Pool Care

Ken's Hamilton's Pool Repair



Take a look at IPSSA Dallas new website, its great. To locate members they have decided on a map with zip code links to bring up member information by location. Check it out; this may be something you would like for our website.

Please review the website and let me know if you have any additional information or changes to be made.

August Meeting Attendance

The following companies were not in attendance for the August meeting:

All Star Pools

Alliance Pools & Spas

APEX Water Works

Aqua Blue Pool Services

Diamond Pool & Spa Inc.

G & D Pool & Spa Inc.

Kelley's Complete Pool Care

MIKOS

Watersprite Pools

If I've missed anyone please let me know. Call Splash at 817-595-1167.

Remember that our standing rules call for a \$ 50.00 fine for missing two meetings in a row.

“Upon a third consecutive absence, the Board may revoke membership.”

SPLASH



**Our next meeting is:
Tuesday, September 20th 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.

Officers Meetings

Tuesday, Sept. 6th - 7:00 pm:

Chili's Restaurant, 8000 Bedford-Eules Road

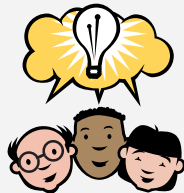
Eules, TX 76180 - 817-577-1245

August Meeting

The IPSSA Fort Worth Chapter held its meeting, August 16th, at Murray Allen's house.

He and his wife have graciously opened their home to us for the last several years. They have a beautiful pool and yard. This year we had bar-b-que with all the usual trimmings and plenty of beverages both unleaded and leaded. There were several chapter supporters (see August supporters) and a meeting like this is a great time for some one on one with them. The turnout this year was a little disappointing. (see August meeting attendance). We all thank you Murray and family! By the way, if you do not already know, Murray is a great resource of knowledge on all things pool related, especially heaters. He is always willing to help!

Pool Quiz



1.) What is the lowest to highest acceptable range to maintain Total Alkalinity?

- A. 50 - 140 ppm
- B. 70 - 150 ppm
- C. 60 - 160 ppm
- D. 50 - 170 ppm

2.) "Chlorine Lock" is a myth

- A. True
- B. False

3.) Which of the following affects pH core?

- A. SodaAsh
- B. Sodium bicarbonate
- C. Sodium dichlor
- D. Sodium sesquicarbonate

4.) Non-Chlorine shock treatment oxidizes as well as disinfects pool and spa water

- A. True
- B. False

5.) Which of the following types of Chlorine can not be broadcast into a vinyl liner pool?

- A. Lithium hypo chlorite
- B. Calcium hypo & trichlor
- C. Liquid



BULLETIN

The Occupational Safety and Health Administration (OSHA) has determined that the maximum safe load capacity on my butt is two persons at one time, unless I install handrails or safety straps. As you have arrived sixth in line to ride my ass today, please take a number and wait your turn.

Thank You.

Aim for success, not perfection. Never give up your right to be wrong, because then you will lose the ability to learn new things and move forward with your life.

let me know when there is an event coming up that should be brought to everyone's attention!

Contact me to keep the calendar updated -

Please check our on-line calendar for other upcoming events!

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



September Calendar

September 5th Labor Day

September 6th Officers Meeting

September 20th Member Meeting



Speaker for our next member meeting

For information regarding this newsletter please contact
Ingrid Slagle
Phone: 817-595-1167
E-mail: ladyweaver@ladywebweaver.com

Officers

817-605-0194 Jason S. Bonser - President
817-337-8585 Dave Boyd - Vice President
817-595-1167 Gordon F. Slagle - Secretary
817-247-5247 Paul Garcia - Treasurer
817-459-0808 Christopher Miles - Texas Region 9 Director
www.ipssafortworth.com

Quiz Results

- 1.) B - 70 - 150 ppm
- 2.) A - True
- 3.) A - Soda Ash
- 4.) B - False
- 5.) B - Calcium hypo & Trichlor

