

Summer Begins
June 21st

IPSSA Dallas Newsletter

Independent Pool and Spa Service Association - Dallas Chapter

From the President:

6 MONTHS IN REVIEW

The Dallas Chapter of IPSSA is the largest in Region 9 and one of the fastest growing in IPSSA.

1. **Meetings:** We have redone the format for the meetings, not only bringing in more vendors to provide more help for our chapter members, but also, hopefully, making the meetings more interesting.

2. **Newsletter:** The best way to get information out about our chapter. With the addition of new supporters and realigning our prices, we have made this self-supporting. Also with all the board turning in articles, we are, hopefully, making it more informative.

3. **Chapter Growth:** With the help of people like the counter help and managers at SCP giving out information and sending new people to our meetings, we have been voting in a new member at almost every meeting. We have gone from around 96 total members to almost 117.

4. **Reports:** We as a board have redone the budget, making it more transparent. We have also hired a CPA, thus making the transition from one board to another much easier.

5. **Money:** With an ever growing chapter, it is imperative for me as your president to not only look at the chapter funds during my time on the board, but also to set up programs to fund the chapter for years to come. With the contract I signed with SCP last month this goes a long way to addressing this without having to raise chapter dues.

(“Presidents” Continued on page 7)

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June 26th General Meeting



Hayward is our featured sponsor for this month’s meeting. Come and hear what new products Hayward has developed. Once such item is the new Strathum VRS Also, check out their instructional class on the new Strathum VRS, see page 4 for more details. Be sure to bring your appetites and your questions.

Bob will gladly answer any questions you might have that are business or computer related.

Remember the meeting format has changed:

5:15-6:45pm Various Reps at each meeting

6:45-7:00pm Basic Chapter Business

7:00-7:45pm Primary Sponsor followed by more Chapter business.

7:45-8:00pm Auction of donated items

8:00-8:15pm Speak with Primary Sponsor

8:30-8:45pm Clean up

Be sure to come prepared for the Auction by bringing your checkbook, credit card, etc.



If you have an idea for our Outreach Program be sure to let Walt or Lance know.

Dinner will begin at 5:15 pm so come early!

Pool Tip for May

Time Clock Safety

By Walt Ransom

One of the relatively small things I’ve encountered in my years of servicing pools is actually quite dangerous. I have come across countless Intermatic time clocks with the insulator shield missing or deteriorated to nothing. I always carry several extra shields with me and put them on in a flash whenever I see them missing. It would be very easy for someone to get hurt or killed if they accidentally touched the live wires exposed when the insulator is gone. You can even make a little spare change selling them, but the benefit is enormous. Be sure to tell the homeowner you changed it out and why so you’ll get the “hero points” in their eyes.

Hayward Pool Products

This month we are pleased to Welcome Back, Hayward Pool Products, to our newsletter. They are coming back to us with not one but two areas of interest. First you will find their full page advertisement listed on page 8. This ad will change month to month and keep you aware of all that is Totally Hayward. You will also find the phones numbers for all the local representatives listed on this page. Second, will be the introduction of "Brad's Corner." Brad Stoker, Technical Service Manager, will answer questions concerning any number of topics. This month he is discussing horse power and pumps. Check out this exciting new feature on page 5. Submit your questions to "Dear Brad" dearbrad@gmail.com. Look for answers every month in the newsletter.

Welcome New Members

The board would like to take a moment and welcome **Edward H. Ross, Ross Pool Service**. Edward was voted in at the last meeting. Make sure you take a minute and greet him at the next meeting.

As you can see, IPSSA-Dallas is on the move again with our members as our current number is 117. We are the fastest growing chapter in IPSSA.



Sponsor Renewals!

We are glad to welcome back this month's returning advertiser. Without their support our organization would not be where it is today. Thank you, Supporters!

Vacation Tip:

You need a break but cannot think of where to take your family on vacation that will not cost you all of your profits so far. **Try camping!** Texas has some wonderful state parks with the average cost being just \$15.00 a night.

Do your children love dinosaurs? Well, take them to Dinosaur Valley in Glen Rose. They will be able to see actual dinosaur foot prints in the rocks. This is a very popular place for families and it is a reasonable driving distance.

You can check out their website at www.tpwd.state.tx.us/ for a full list of all their parks in the state.

Next month: "Camping Food!"



POOL LEAKS



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Round Up in Cowntown!



January 9-12, 2008 is the target date.

Mark it on your calendar now and plan to arrive in Ft. Worth with the family to take in all the sights and sounds as well as getting a quality education in the pool industry. **Register early and avoid the stampede!** With this year's show taking place at the same time as the Stockyard Show, hotel accommodations will go quickly so do not wait until the last minute. We want everyone to stay at the Hilton! Be sure to mention the Texas Pool and Spa Show to get a great rate.

Excitement is building as the planning for the 2008 Show continues. Pentair has come on board as our Lone Star Sponsor. The **Genesis 3 Design Group** will be there to offer their prestigious Construction School beginning on Wednesday, January 9th. They will also be offering other classes during the Friday/Saturday schedule. So, if you have considered getting into the construction side of the pool industry, this would be a must attend class for you. Watch the website (www.texaspoolandspashow.com) for more details.

The website is now up and running. Check back each week for new and exiting news on sponsors, education, and more.



At the May Meeting:

Jami Pitman of Stellar Sales went over the pros and cons of heat pumps and showed the actual cost of running one versus a conventional heater. He also brought along Ray Allen with x10 pro to show the ins and outs of simple automation controls. Jami stuffed the crowd with more than enough pizza and drinks.

Dean Davis, SCP and Paul Patcher, Hayward met and donated shirts with the IPSSA, Hayward, and SCP logos on them. A space was left over the heart for your company logo. Paul brought in the new donated IPSSA shirts. They were sold for \$10 with the money going into the general fund. All 4 boxes were sold before the night was done. Thanks Paul and Dean!

Edward Ross was voted in as a new member. Welcome, Edward!

Lance then announced some exciting news from SCP. With the growing membership in the Dallas Chapter, Dean Davis from SCP wanted to show his thanks by drawing up a contract for the chapter. If the goals are met the chapter will be getting a rebate check that will go a long way to helping the chapter. Dean wanted to let the membership know he is working with Lance on finding a new home for the chapter.

Orenda Technologies and SCP donated products to the auction. Another couple hundred dollars was raised bringing the Outreach Fund to over \$2,000 in four months time. Thanks members and supporters. See you next month!

Orenda Technologies, Inc.

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Marketing and Sales Coordinator

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Shane Applegate - (512) 748-8314

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Location 35W north near Alliance Airport

To attend contact Paul Putscher

cell 817-301-6824 or email pputscher@haywardnet.com

Class is free but you **MUST pre-register**. Certification is required to purchase and install the StratumVRS.

This is a great educational opportunity for all IPSSA members! If you should have any questions, contact Paul at the phone number or email address above. He will be more than happy to answer your questions.



Jeffrey W. Jones
National Sales Director, Residential Pool Products
jjones@delozone.com

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Prospective Members

The following person has requested membership into the IPSSA-Dallas Chapter. Please review her carefully.

Lori Connolly
Lani Poolside Service
(214) 458-8147

If you know of any reason why she should not be given membership into our association, please contact one of the officers listed on the back page.

IPSSA-Dallas is continually growing and we are looking for a few qualified members. If you know of anyone who is interested in becoming a member, bring them with you to the next meeting and introduce them to Lance Rust, Membership Committee. If you should have any questions about IPSSA, please give Lance a call at (214) 882-5414



Brad's Corner

“Do the new pumps in the industry today replace 10 year old pumps
Horse power to horse power?”



When replacing a pump, it is very important to do a small amount of research to determine what will best suit the customer's needs. Pump efficiency continues to improve and has increased dramatically just within the past few years. For example, a 10 year old 2 HP pump may have a design flow rate of 70 gallons per minute (gpm), while a new 2 HP pump can have a design flow rate of 120 gpm or more. It is important to follow a few simple steps to make sure that the replacement pump is well suited to the original installation:

- Determine the capability of the existing plumbing. To maintain the maximum standards for water velocity in feet per second (fps) through PVC pipe: 8fps on suction line & 10 fps on pressure line. 1.5" pipe will carry 50 gpm as a suction line and 65 gpm as a return/pressure line. 2" pipe will carry 85 gpm suction & 105 gpm pressure. 2.5" pipe will carry 125 gpm as a suction line and 150 gpm as a return/pressure line.
- Determine the capacity in gpm of the existing pool filter.
- Determine the flow rate (gpm) of the pump you are replacing.

Once you know this information, you can replace the pump with one that will work well within the existing installation. If simply replace HP to HP, you will likely oversize the pump, resulting in poor performance, higher electric costs, and an unhappy customer. Over sizing the pump can also cause damage to other equipment in the system by exceeding the design flow rates of these items. Properly sizing the pump to the existing installation will result in greater efficiency, lower operational cost, easier maintenance, better overall performance and fewer problems - all of which contribute to a happy customer.

Bradley R. Stoker
District Field Technical Manager
Hayward Pool Products
(972) 826-0167

1. Bromine levels should be lower than chlorine in both pools and spas.

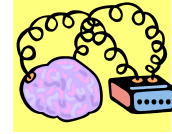
a) True	b) False
---------	----------
2. Cyanuric acid levels should generally be kept between:

a) 200-150 ppm	b) 100-150 ppm
c) 30-80 ppm	d) 0-20 ppm
3. The ammonia and nitrogen compounds that combine with chlorine to form chloramines in a swimming pool or spa come from our bodies in the form of what?

a) Saliva and sweat	b) Urine and fecal matter
c) Both A and B	d) None of the above
4. pH levels above 7.8 can cause what?

a) Scale	b) Chlorine to be less effective
c) Irritation to swimmers	d) All of the above
5. Trichlor is used for superchlorination because it dissolves so quickly.

a) True	b) False
---------	----------



Answers on page 11



HAVING TROUBLE WITH A LEAK?

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("Presidents" Continued from page 1)

6. **Members Image:** I feel it is important that as IPSSA members we not only have the knowledge to be professionals, but to look the part. In this endeavor SCP, along with Hayward, gladly purchased IPSSA shirts, which we could then sell to the members at the meetings at the lost cost of \$10. Money from the sale of these shirts will go into the chapter's general fund.

7. **Membership ID's:** With more and more vendors stepping up to be chapter supporters, the question always comes up, "May we have a list of all of your members with addresses and phone numbers?" Well, the Dallas Chapter has spoken loud and clear on this matter. Even as president I do not have the right or authority to give this out. This matter is solved with the making of ID's.

8. **Mentoring Program:** Shortly after coming on as president the question was raised. IPSSA says you must have at least one year of service under your belt before being considered to join. "How could we fill the need for new people not only entering IPSSA, but the pool service industry?" So we set up a mentoring program, where by a new person to the pool industry must work for an IPSSA member for one year. After his one year he may be considered for membership. The first of these has 4 months under his belt and is getting very good reviews.

9. **Outreach** (i.e. promoting swimming pool safety or helping with a charity in our area): We have set up a separate bank account with the funds from our Members' Auctions going to this account. So far we have close to \$2,000 in this account in just 4 months. I call upon you as members of IPSSA to help with this project through funds or better yet ideas. It is very important that we support the Dallas area which has helped to build and grow each and everyone's business. This is one project that means more to me than any other.

Sincerely,
Lance Rust,
Proud president of the greatest chapter in IPSSA



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Feel free to call or e-mail any of your Totally Hayward™ Professionals listed below with any of your questions.

Paul Putscher, Sr. District Sales Manager
Cell# 817-301-6824 pputscher@haywardnet.com

Randy Dorman, District Sales Manager
Cell# 214-287-4213 rdorman@haywardnet.com

Alyssa Markham, Retail Sales Specialist
Cell# 214-608-2229 amarkham@haywardnet.com

Brad Stoker, Technical Service Manager
Cell# 972-989-4092 bstoker@haywardnet.com

Aaron Cantrell, Goldline Specialist
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The Bicycle and the Pool Guy

By Debbie Long



This morning was no different than any other morning lately, a little cloudy with a hint of showers to come. All of the morning rituals were taken care of just like the day before. However, on this morning there was a difference. Tim and I took off on our bike ride but instead of going down to the trail along Duck Creek we decided to be adventurous and not deal with the puddles. So we pointed our bikes in the opposite direction and took off going from one subdivision to another in our quest to ride the same amount of miles.

Everything was just fine and dandy until I decided to take the lead going across La Prada. Going around this one telephone pole I thought the grassy section would not hamper my ability to get back on the sidewalk. Boy, was I wrong! The next thing you know there I am falling, unable to prevent what I know is going to hurt. Tim, behind me, could do nothing to stop the accident happening until he could get off his bike. Yes, there were bumps and bruises and a few tears, all on my part, and it certainly helped having him there to pick me, and my bike, up.

But the most amazing thing happened next. Out of all the cars/trucks passing by the only one that stopped happened to be that of a **pool guy**. It looked as if he had turned this one particular direction just to see if everything was ok. To that individual who went out of his way, thanks. It was a small gesture but noticed and appreciated all the same. Tim saw him again at SCP and once again he asked if everything was ok. His name is David Blevens.

We were able to finish our morning ride but now with the realization that you never know when you will meet a pool professional or under what circumstances that meeting will take place. Always think about how you would want to be treated and do the same to others.

Look Before You Sink!

I am continually amazed at the things one can find in a pool, especially this time of the year. With the Spring fully upon us and Summer around the corner, you can find that lots of kids, newly out of school, have left all kinds of toys and water gadgets in the pool. Some of the “cooler” toys are quite “life-like” and mimic the behavior of real animals, such as fish.

But Nature, not to be out done by these forgetful kids, deposits some real animals in the pool. Just last month I found a small rabbit in a pool, dead of course. My sixteen year old daughter cleans several pools with me. I entered the yard first and quickly noticed the cute, but thoroughly dead rabbit and immediately felt sorry for my daughter, who happens to be a “huge” animal lover. Trying carefully to spare her feelings, I simply said, “Hey, would you look at that dead bunny. That was one dumb bunny.” She did not talk to me for a while.

Last year, I found a baby possum. You know the animal that plays dead. This one was about to be dead. He was on his last breath when I entered the yard. I imagine he had been there for a while and thought he was about to join Davy Jones. I am not joking when I tell you he held his little black paw out of the water as he sank for the last time. First there were three little fingers, then two. I scooped him up when he got to one and laid him on the deck. He played dead for about 10 minutes and was gone.

The bull frog I found hiding behind the weir in a skimmer jumped. I nearly ... well, let's just say it scared me. I turned him loose in the alley, only to find him the next week pulling the same joke on me. This time he went to the dump in a big trash can. Joke's now on him.

I guess most things you find in a pool won't hurt you. Just be careful of the snakes. While many snakes that can be found in the skimmers are benign, some, like the water moccasin for instance, are not.

So before you sink your hand in that skimmer, look first!

Tim



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Light Bulb Moments



By Debbie Long

“Opportunity is missed by most people because it comes dressed in overalls and looks like work.”

“There is no substitute for hard work.”

Thomas A. Edison
1847-1931

Next Monthly Meeting
July 24, 2007

Willow Falls Clubhouse
13603 Brookgreen Drive
@ Coit (NE) Corner

Recipe of the Month

Awesome Guacamole

By Debbie Long

- 4 Avocadoes
- Fresh cilantro (1 bunch), finely chopped
- 4 Roma tomatoes, diced
- Cayenne pepper, to taste
- Salt, to taste
- 1 Lime



Mash the 4 avocadoes with a fork until just a little lumpy. Add the cilantro and stir. Next add the cayenne pepper and salt, then stir. Now add the diced tomatoes, mix and squeeze 1/2 lime into the mix. Tasting is a vital part of making this right, so get your chips and do some quality control.

Phenomenal Pico de Gallo

- | | |
|----------------------|-------------|
| 10-12 Roma Tomatoes | 2 Jalapenos |
| Cilantro | Salt |
| 1 Green Peppers | Lime |
| 1 bunch Green Onions | |

Enjoy!

You will want to dice everything up to where you have small chunks. Use all of the green onions not just the green part. Mix all together then add the salt to taste. Squeeze the lime into the mixture. Again, tasting is vital, so keep the chips handy. This recipe is even better the second day when the flavors really have a chance to mesh.

Tim cannot seem to get enough of either one of these recipes!

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Brain Drain

ANSWERS:

1. B 2. C
3. C 4. D
5. B



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For newsletter information please contact
 Debbie Long at the following:
 Phone: 972-270-6888
 Fax: 972-270-8511
 E-mail: poolzazz@sbcglobal.net

If you would like this newsletter to be sent to another address, please contact Tim Long and give him your new address.

We're on the Web:
www.ipssadallas.com
www.texaspoolandspashow.com

Upcoming Events

June 12th	6:30 pm	IPSSA Board Meeting
June 14th		Flag Day
June 17th		Father's Day
June 21st		First Day of Summer
June 26th	5:15 pm	IPSSA General Meeting
July 4th		Independence Day



Location of Group Meetings:
 Willow Falls Clubhouse 13603
 Brookgreen Drive @ Coit (NE)
 Corner



SAFETY
ABOVE ALL ELSE!

IPSSA-Dallas Officers 2007-2009

Lance Rust, President	214-882-5414
Bob Iovinelli, Vice President	972-422-0347
Michelle Moore, Secretary	972-772-0095
Walt Ransom, Treasurer	972-679-9908
Tim Long, Past President	972-978-9322
Eustaquio Portillo, Sergeant at Arms	972-278-3917

IPSSA-Dallas Committees 2007-2009

Lance Rust, Membership	214-882-5414
Bob Iovinelli, Sick Route, Advertising & Education	972-422-0347
Brett Moore, Safety	972-772-0095
Walt Ransom, Outreach	972-679-9908
Debbie Long, Newsletter	972-270-6888