



Independent Pool and Spa Service Association—Dallas Chapter
 P. O. Box 496803
 Garland, TX 75049-6803

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

March 13th	6:30 pm	IPSSA Board Meeting
March 17th		St. Patrick's Day
March 24th	9:00 am	IPSSA Membership Drive at SCP Plano
March 27th	6:30 pm	IPSSA General Meeting
March 31st	9:30 am	Hayward Hands-On Equipment Installation
April 1st		April Fool's Day



Spring Arrives, March 21st

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

Volume 16,
 Issue 3
 March, 2007



Spring Arrives
 March 21st

IPSSA Dallas Newsletter

Independent Pool and Spa Service Association - Dallas Chapter

From the President:

Well the first meeting's under our belt, no one got food poisoning, we ended right on time, and I did get some phone calls that some had fun. Yes, there are still some bugs to work out, one is to let you, the members, know 5:30 p.m. to 6:45 p.m. is meet and greet. This is time set aside for you to talk to more than one vendor, or just sit and relax and talk to your fellow IPSSA member.

One phone call I did get that really made me sit back and think for a minute, was from a member that said he likes the website, but that there might be some members that don't know some of the basics of computer, or how the website might help them and their business. So at our next members meeting, Ingrid (our webmaster) will be in the back room talking 5 members at a time to get all of your info filled out for you, and to answer any questions you might have. Also, Bob will be going over any computer questions you might have, from the

("Presidents" Continued on page 7)

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General Meeting

DelOzone will be the primary sponsor at this month's meeting. They will be discussing Ozonators. Other sponsor representatives at the meeting will be SCP, Hayward, Orenda Technologies, & Pentair.

Bob Iovinelli will also be demonstrating the SCP Source Disk. Time permitting some discussion will be held on Microsoft Office Programs and QuickBooks.

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 by bringing your checkbook, credit card, etc.

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

It's That Time!

By Tim Long

With the resent Time Change, I was reminded to check a few things other than the clock on my VCR. Spring is here, if you had not noticed, and that means it is time to review my Summer Rates.

I use this time to consider my summer service and chemical rates and implement a price increase if it is needed. This is the perfect time to institute a change because there are new customers to pick up to replace the customers not interested in my new prices. For those customers that are billed separately for service and chemicals, this is not hard, if there is a summer increase in chemical cost, I just pass that along to my customers.

But for many of my customers I bill a "chemicals included" rate. Which is a flat rate price including both my service and my chemical price. I am not one of those guys that likes to raise my prices every time a chemical cost increase comes along. Once a year is enough and I believe my customers appreciate the consistency.

But that does not mean I like to lose money and neither do you. So what does one do? Well here are some suggestions.

After you have made adjustments in your service rate, consider how much to raise the chemical portion of your bill. I know this is hard, if not impossible, but try to anticipate the cost of chemicals

(Continued on page 2)

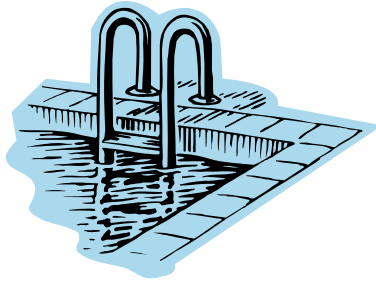
(Continued from page 1)

for the summer including the increases that will come along. There is almost always one chemical cost increase per summer and sometimes two or three. You will probably want to look at last year's chemical prices at the beginning and the end of the summer. With a little math you can figure the increase of cost as a percentage that can be applied to the current price.

Don't forget to talk to your supplier. The guys behind the counter can be a great source of information. They may be able to give you a "heads up" on coming price increases.

With this information, you should be able to increase your billing price and make money even with the summer cost increases. And your customers will love you as well!

Tim Long



NOTE: FROM THE BOARD

Any request for a donation of Dallas Chapter funds must be approved by the Chapter Board of Officers before it can be presented at a Members' Meeting. If you have any questions concerning this area, please contact one of the board members.

Also, there are three committees in need of guidance by one of our members. They are as follows: **SAFETY, EDUCATION, and NEW MEMBERSHIP.** If you are interested in participating with one of these committees, contact Lance Rust at (214) 882-5414.



Keep Willow Falls Clean!



Remember!

It is important that we leave the clubhouse clean in order to avoid a \$300 fine. Please remember to help clean up once the meeting has concluded. Let us not leave all the cleaning to one or two people. !



Next Monthly Meeting

April 24, 2007

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

Brain Drain

ANSWERS:

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



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QUOTE OF THE MONTH

"A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty."

Winston Churchill
1874-1965



Pale/Friendship



Yellow/Caring

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TPSS ORGANIZES FOR 2008

Work has already begun for the 2008 Texas Pool and Spa Show with the theme "Gettin' Down in Cowtown" on **January 11-12, 2008** at the Ft. Worth Convention Center, with additional educational classes on the **9th and 10th**. It already looks to be an exciting year, but we need your help!

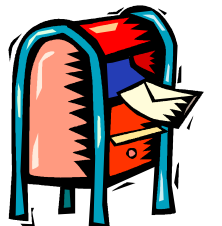
The show would like to announce openings for additional board members. Board members need to be committed, willing to dedicate their time to the advancement of the Texas Pool and Spa Show as it seeks to improve the industry of Texas through quality education. We are asking for those that are interested to submit a resume for review.

If you are interested in committing your time to this worthwhile project, please contact Tim Long at (972) 978-9322 for details.



Address Change

Have you recently moved? Are you planning on moving in the future? Be sure to send your change of address to Debbie Long at poolzazz@sbcglobal.net so you do not miss an issue of the IPSSA-Dallas Newsletter.



Welcome Back, Brett Moore!
We're glad you are feeling better.



In case you did not know, Brett has been recovering from major surgery since January. Continue to keep the Moore family in your thoughts as he improves daily.

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Harold Evans - (972)612-3902, (214) 869-8150

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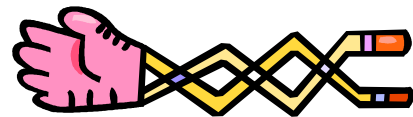
EASY TACO CASSEROLE

- | | |
|---------------------------|-----------------|
| 1 lb Hamburger | Cheddar Cheese |
| 1 pkg. Taco Seasoning | Flour tortillas |
| 1cn Petite Diced tomatoes | |

Brown hamburger, drain, and mix taco seasoning according to package. Add diced tomatoes, do not drain.

Layer taco mixture, cheddar cheese, and flour tortillas in a baking dish. Then bake at 350 degrees for 30 minutes.

Serve with corn and salad for a complete meal.



We would also like to **WELCOME** our newest advertiser to the IPSSA-Dallas Newsletter!

WELCOME

We want to take this opportunity to welcome **Mike Bomalick, B and B Pool Service**, to the IPSSA-Dallas Chapter. Mike was voted in at the last Members' Meeting. If you have not introduced yourself to him, please do so at this month's meeting. Take the time to make Mike feel at home.

JETLINE

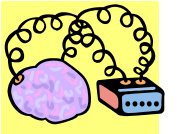
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B r a i n D r a i n

- In general, to superchlorinate a pool with no measurable chlorine residual, bring the free available chlorine level up to 5-10 ppm and hold that level for four hours.
 - True
 - False
- How can you destroy the chloramines in a swimming pool?
 - Raise the pH
 - Lower the pH
 - Add three to six times the normal amount of chlorine to the pool
 - Both A and C
- pH and total alkalinity are related. It is not possible to change one without having an affect on the other.
 - True
 - False
- Trichlor is highly acidic and can do which of the following?
 - Harm equipment
 - Harm plaster
 - Corrode metals
 - All of the above
- pH influences the effectiveness of chlorine and bromine at about the same rate.
 - True
 - False



Answers on page 11



POOL LEAKS



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Scholarship Funds Available

IPSSA has a scholarship program available "to all self-employed swimming pool/spa service technicians and their immediate families" in the Texas area.



The deadline for January has just past but you can still make plans to apply during the May 1st - July 15th deadline. All applications during this time will be considered for a scholarship in August.

Some of the areas available are:

- Certified Pool Operators (CPO)
- Aquatics Facility Operator (APO)
- Contractor license schools
- Manufacturer sponsored courses
- Community college course in:
 - Bookkeeping
 - Accounting
 - Computers
 - Chemistry
- Trade school courses in:
 - Plumbing
 - Electrical
 - Mechanical
- Whatever will help your business!

If you are interested, applications can be found at www.ipssa.com or by contacting the IPSSA executive office at 888-360-9505

Prospective Members:

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

Roland Hicks
All Tech Leak Detection
(214) 563-5762

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

Also, if you know of anyone else who is interested in becoming a member, bring them with you to the next meeting and introduce them to one of the officers.



Only do this with Adult Supervision

How to Make a Dry Ice Bomb!

It has absolutely nothing to do with a swimming pool but it's a great way to "blow up" some steam in the backyard with the kids.

- 1 - Mountain Dew bottle
- 2 - Small pieces of dry ice—small enough to fit in the top of the bottle
- 3 - 4 oz any type of liquid

Put the lid on very tight and get it on the ground. Back away, watch the bottle swell, and hold tight. It takes a little time but it will explode. A good way to "blow up" some steam.

Submitted by your "Safety Chairman," Brett Moore, and his son, Jackson.

Only do this with Adult Supervision

From the VP Dallas Chapter of IPSSA Robert (Bob) Iovinelli

March 12, 2007

Thank you Dallas Chapter Members & Sponsors for a very successful Member Meeting in February 2007. As you can see our emphasis is going to be on education & Sponsor involvement with our Chapter. The Dallas Board is going to make every meeting about growing your business, education, & sharing ideas & resources. We will be searching for new ideas & techniques that will give the Membership a competitive edge in the pool industry. I will be sharing knowledge I have learned with the Membership through the Ask Bob column & mini seminars at Member meetings. In the March meeting I will be demonstrating the new SCP Source Disk. In addition, time permitting I will be willing to show Members some tips & tricks using Microsoft Office Programs & QuickBooks. Please submit your questions for the "Ask Bob" column or any other interest to our new email box at ipssadallas@hotmail.com. The Dallas Board again wants to thank our Membership for the overwhelming participation in February at the Member meeting. Remember the new format is:

5:15-6:45pm the doors will be open to talk to our Table Top Sponsors & eat food provided by the Main Sponsor who will speak at 7:00pm. This month DelOzone will be speaking to us about Ozonators. The tables will be SCP, Hayward, Orenda Technologies, & Pentair. The Spring rush is on but please make time to be at the Member meeting early to show support to our Sponsors. Without their support & Sponsorships to our Chapter we would have to raise our due to meet the growing Chapter expenses such as this newsletter.

Recap: The Format:

- Same place Willow Falls Clubhouse (Willow Falls Clubhouse 13603 Brookgreen Drive @ Coit (NE) Corner)
- Same day, FOURTH Tuesday of every month.
- Time change: Pre-meeting 5:15pm Food will be provided by main Sponsor
 - o Clubhouse opens at 5:15pm. Up to 4 Sponsor will set up tables to talk to Members about their products until business meeting starts at 6:45pm. See Newsletter or Website for list each month. www.ipssadallas.com User: ipssadallas PW: "current month name"
 - o Business meeting starts at 6:45pm over between 7:00pm & 7:15pm
 - o 7:00pm - 7:15pm main Sponsor will start their Presentation
 - o 7:45pm-8:00pm Auction donated items. Bring your checkbook or credit card. Items not sold will be auctioned at next meeting
 - o 8:00pm-8:15pm Opportunity to speak to main Sponsor
 - o 8:30pm-8:45pm clean up clubhouse & leave.

Thanks for taking the time to read this article & do not forget to send your questions ipssadallas@hotmail.com.

Bob Iovinelli





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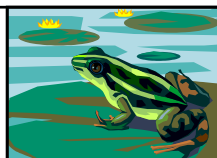
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Pool Tips ... and Beyond

POWER-UP YOUR SAND CHANGES

By Walt Ransom



I stumbled across a very useful tool a while back that saves a lot of time in removing sand from a filter. I service residential pools only at this time of my life, but I have royally "paid my dues" working on sand filters at apartments' community pools in days gone by. I remember when the sand vac came out and what an improvement that was over dipping the sand out one scoop at a time. Only the initiated know the feel of fiber glass imbedded in your arms and sides up to your armpits. But now, this gizmo I've discovered is about as big of an improvement over the sand vac as the sand vac was over dipping the sand. Basically, it is like a sand vac in its basic design, but instead of using the water pressure from a garden hose, it uses the pressure from your pressure washer.

Now if you don't already own a pressure washer, I would recommend you consider buying one. They are great for cleaning up "frog pond" pools where algae is deeply imbedded in the plaster. They are also great for cleaning up decks and mildew-infested walls, etc. If you are creative you can think up ways for the pressure washer to pay for itself in miscellaneous clean-up jobs. I paid about \$400 at Home Depot for mine a couple of years back. It paid for itself in the first frog pond pool I cleaned up with it.

Now the attachment you'll need to buy for power sand vac jobs is a cone shaped attachment much like the regular sand vac. It attaches right to the pressure washer hose and accepts a regular pool vacuum hose for the discharge. The pressure you'll get is strong enough to push the sand completely through a long hose, so you can pile the sand up a long way off if needed. Fill the filter with water and crank the pressure washer. This will be a great improvement in your next sand change, I guarantee it. Another use I found for this gadget is in completely removing the water from a pool where the main drain did not have a sump. My submersible pump lost prime with several inches of water to go. I hooked this gadget up to my pressure washer and it sucked the water off the floor like a wet/dry vac would.

The place where I bought my attachment is Hydro Blast at 610 James St. in Richardson. He also sells power washers there and he claims that his are much better quality than Home Depot's. Ask for Tom at 972-480-8225.

HAVING TROUBLE WITH A LEAK?

Some leaks are a slam dunk, but others can be a real pain in the 'you know what'. For those hard to pin down leaks, you need to call The Original Leak Specialists. *Cause leaks is all we do!* And if you need us to do the repair, we can do that too.

Want more information? Call Judy or Diane at **972-713-8691**. And be sure to ask them about our Pool Professional's Referral Program.

Don't let that leak go undetected another day. Call now and get it taken care of once and for all.

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("Presidents" Continued from page 1)

basics of how to set up your email address, to how to do Excel.

Also for those of you that are a little skitish about replacing equipment or not up to speed on the new Hayward equipment, on March 31, starting at 9:30am at 1775 North Fork Lane in Lucas, Hayward will be doing a complete equipment replacement, heater, computer, pumps, filter, etc. One of the Hayward reps will go over all the details at the next meeting.

Also Fort Worth and Dallas had their first membership drive BBQ, at S.C.P Plano. Thanks for all the help for those that came. Well that's it from me for now, keep the calls coming and we will do our best to make you proud to be an IPSSA Dallas member.

Sincerely,
Lance

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