

Summer Time  
is here!

# IPSSA Dallas Newsletter

Independent Pool and Spa Service Association - Dallas Chapter

## From the President:

### A SUMMER TO REMEMBER

Once a year we all pack up and head to Vegas, not only to take a break but a way to look back at the end of one season, and to plan for the next. I remember walking around all the booths at the Pool and Spa Show, and talking with Brett and others, and making plans for the upcoming year. Should we put on more help, sell more remodels, increase cleaning accounts, or sell more equipment? Well the plans I made got filled for another time, the freezes in January through March kept me busy with equipment. Then the rain started. It was kind of nice at first, every day at 3pm it would rain, but then every day it was raining. One day turned into another, then a week of rain. Homeowners were wearing my phone out, but I knew I needed to get serious. If I didn't get a handle on what was going on with the changes to the chemistry in my pools I could be wasting a lot of money dumping in chemicals, and the pools would turn. I started taking the empty water bottles that before I just through away, and labeled them for each pool. I would sit at the work bench take out my chemistry book, yes the pool chlorination book from IPSSA, and all my test kits. I went through all the tests, recording them down. I then looked at the records from the week before, and the week before that to see at what changes were going on at all the pools. What chemicals did I use that week, and

*("Presidents" Continued on page 7)*

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## July 24th General Meeting



Pentair is our guest sponsor for this evening. We look forward to learning more about their new products. Be sure to bring your appetites and your questions.

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

Be sure to come prepared for the Auction by bringing your checkbook, credit card, etc. All proceeds will go towards our Outreach Programs.

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

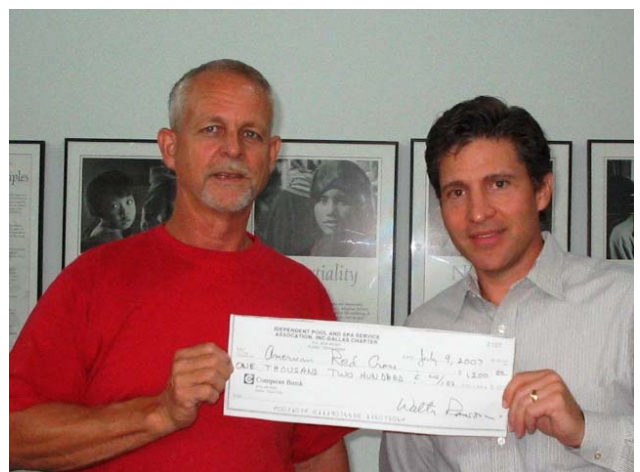
**Dinner will begin at 5:15 pm so come early!**

**Sick Route Cards are due.**

## Outreach!

By Walt Ransom

All those auctions we have been conducting at our chapter meetings have enabled us to present a \$1,200 contribution to the American Red Cross. Specifically, this money is sending 24 low income kids to swim camp to learn how to swim. I don't think there is any better connection between what we are about as an IPSSA chapter and learning how to swim. The generosity of our contributors has enabled us to auction their products at our meetings and to have this fund for community outreach. We would like to thank all of those vendors who freely gave their products. Special thanks go to SCP, Hayward, Del Ozone, Orenda, and Jet-line.



Kevin Billings, American Red Cross, accepting the donation from Walt Ransom, treasurer, IPSSA

**IPSSA – Who, What, Where, Why & How!**

**IPSSA objectives:**

- To promote a professional image of the Pool and Spa Service Industry in the area in which our members work and reside.
- To enhance members profitability through continued education and training.
- To encourage cooperation, good fellowship and mutual understanding among members.
- Sick route coverage, to satisfactorily maintain any member’s Pool route in the event of disablement, death in the immediate family and during extreme or extenuating circumstances.
- To provide Industry Specific Liability Insurance including Hazmat coverage.

In addition:

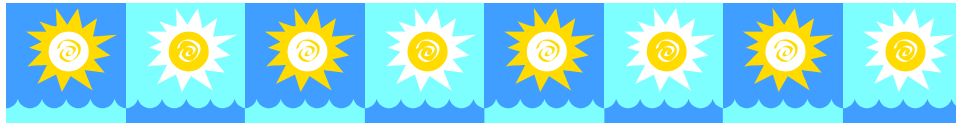
- IPSSA members receive discounted prices on selected items at local distributors.
- Optional commercial vehicle insurance and life insurance coverage are available.
- If you have employees they can be covered under your liability insurance for an additional fee.
- Our monthly meetings are regularly attended by many of the manufacturers reps. you are familiar with. This allows for one-on-one time with them that you can’t get anywhere else.

**Who Qualifies to Join IPSSA?**

- You must have one year experience in the pool and spa industry and derive at least 51% of your income from it.

**How Do I Join IPSSA?**

- You will be asked to attend IPSSA member meetings over a 3-month period.
- You will be required to pass a standard water chemistry test administered by our chapter.
- After 3-months your membership will be voted on by our members.



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## **At the June Meeting:**



Randy Dornan keeping everyone up-to-date on Hayward's product line.

There was a good turnout for the June meeting in spite of all the rain we were having. Lance started the meeting on time 7:00 pm with the usual chapter business.

We were pleased to have Randy Dornan and Alyssa Markham of Hayward as our guests. They introduced us to Hayward's new VRS—Vacuum Release System. Hayward is giving instructional classes on the new VRS but only to IPSSA members at this time. An added benefit to us is that Randy will be putting a class together for Dallas IPSSA Members. So keep your calendars open and watch the newsletter for more details so you can attend this all important educational opportunity. Thank you, Randy and Alyssa, for providing all the great information.

Sick route cards were passed out and most everyone filled them out and returned them before the night was over.

The outreach program was discussed and a check for \$1,200.00 was taken to the Red Cross. This donation will allow 24 underprivileged children to take swimming lessons.

Lori Connolly was welcomed as a new member. Once again SCP stepped up and donated 4 function remotes to our auction. Lance and Daryl took part by each buying 4. Thanks, guys.

With that being done, the meeting was adjourned at 7:45pm. See you next month.

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## Round Up in Cowtown!



**January 9-12, 2008** Mark these dates 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 the Ft. Worth Stock Show beginning at the same time you will want to make sure you reserve your hotel room early. The rooms will fill up quickly. Visit our website ([www.texaspoolandspashow.com](http://www.texaspoolandspashow.com)) for more information on the Hilton, the host hotel this year, and other hotels in the area.

The Board is excited about teaming up with the **Genesis 3 Design Group** this year. They will be offering their prestigious **3 Day Construction School** beginning on Wednesday, January 9. This school is only offered twice a year and we are privileged to have them in conjunction with our show. If you are interested, sign up early as space limited. If the thought of getting into the construction side of pools interests you, this class will be just what you need. However, if you are just thinking about construction and want to know more, the Genesis 3 Design Group will be offering se-

*(Continued on page 5)*

# SCP

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Thanks to everyone for their support of the Auctions. This money goes towards our Outreach Program.

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## Prospective Members

If you know someone in the business and believe they would be a great addition to our chapter, bring them to the next meeting. What better way to give them an up close and personal view of how fast this industry is growing. This is a great place to introduce them to other pool professionals and vendors at the same time.

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.



*(Continued from page 4)*

lect classes during the Friday and Saturday educational venue.

The **Lone Star Sponsor** this year is **Pentair Water Pool and Spa**. With their support, the 2008 Show will be one that is not soon forgotten. Make your plans now to visit them during the show and check out their classes on Friday and Saturday.

The venue is larger. The theme is set. Excitement is building amongst the TPSS Board. Sponsors and exhibitors are making their plans to attend. Dave Boyd is working diligently on lining up the best educational classes available with a wide range of topics.

Mosey on over to the "Round Up In Cowtown!" and bring the family. Ft. Worth has something for everyone.

[www.texaspoolandspashow.com](http://www.texaspoolandspashow.com)

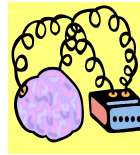
A good member turn out in spite of the rainy weather Dallas has been experiencing.



# Brain Drain

1. What does pH stand for?  
a) Potential hydrogen      b) Pounds of hydrogen  
c) Power of hydrogen      d) Any of the above
2. If you pour muriatic acid into a pool as you walk around it, which of the following will you affect the most?  
a) pH                              b) Sanitizer level  
c) Pool plaster                d) Total alkalinity
3. pH levels below 7.2 may cause  
a) Corrosion                    b) Scale  
c) Poor filtration              d) All of the above
4. Sodium dichlor can be used in erosion type chlorinaors.  
a) True                            b) False
5. The goal in adding extra chlorine to destrol chloramines is to reach breakpoint. All the cholrine added after that point is free available chlorine.  
a) True                            b) False

Answers on page 11



**This space  
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yours . . .  
Prices on Page  
11**

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*("Presidents" Continued from page 1)*

what were my notes from the condition of that pool. Having the book was great, looking up things I might have forgot, but also to remember the basics, like the higher the pH the less effective my chlorine would be, knowing every time it rained it through my pH out of whack. I then made a report for what I should do for next week. Well, out of over 50 pools I only had one that really had me perplexed. Using another tool at my disposal; I called one of our chapter supporters, (Cecil) from Orenda. I told him what was going on, and what I had been doing, he drove over to the job, took a look, and called me back a short time later, chemicals looked good, but with the size of the pool I needed to run the filter longer, after making the change to the run time, the next trip to the job that pool was looking good. This year's experiences will make for some good conversations in Vegas. It will also go down in my book as the summer to remember. One final note, as IPSSA members, don't forget you're not alone, use the new books, but also don't forget to use the phone, call another member or reach out to one of the chapter supporters.

*Doing our best to make you proud:  
Lance Rust, President of the best chapter  
in IPSSA.*



Walt Ransom, treasurer, with Mike Moss, SCP.



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## Vacation Tip:



Last month we discussed camping as an option for a fun filled vacation. Well, camping would not be what it is except for the food that is cooked. The most important ingredient in any camping experience

would have to be “roasted marshmallows.” Ok now close your eyes and picture a roaring fire crackling. Your family is sitting around wondering what is going to happen next when out of nowhere a marshmallow comes flying out of the dark. Yes, it is true, not all marshmallows are for roasting.

What better way to enjoy your family than sitting around a campfire laughing, joking, and watching a mis-directed marshmallow plump up because it was lost to the fire. The texture of a roasted marshmallow really depends on the person doing the roasting. Now take Tim for instance. He likes to burn his to a crisp while me and the girls like to roast ours to a golden brown, pull off the top layer and then roast it some more. Stephen, well, he just likes to watch them burn. Nothing more needs to be said.

Of course, marshmallows are not the only camping food out there. Whatever food your family likes will most likely taste better over an open fire. For us, bacon, eggs, toast, hamburgers, chicken, steak, you name it, it tastes better outdoors.

Check out the website at [www.tpwd.state.tx.us/](http://www.tpwd.state.tx.us/) for a full list of all the parks in the state.



## Hole in One!

It’s summer, I think, supposed to be anyway. And summer is the time when we usually work long hours with very little time for anything else. You get up early, spend a little time with your computer and papers, then grab a cup of coffee on your way out the door. You work till it’s dark, then come home, sleep, get up early to start all over.

I am not complaining, I chose this life. I like working outdoors and I like working hard. But I have learned that I need to take breaks from my work. People have been telling me for years that I needed a hobby, I just could not find anything that really interested me. Until last year.

Last winter, we were putting together the first Texas Pool and Spa Show Golf Tournament. At that time, I could not picture myself running around chasing little white balls. To be honest, it seemed kind of... well, stupid. As a kid, we used to drive past the local golf club and see guys out playing golf while it was raining. I used to laugh and wonder why their mothers didn’t teach them to come inside while it was raining. I thought “my dog had better sense than those guys” and he is a ... dog.

So I found my self needing to learn about golf since I was helping put on a tournament. I purchased a set of used clubs and reluctantly made my way to the “range”. Surprisingly, I found a small amount of pleasure, “whacking” at this little white ball. The more I whacked the more I enjoyed whacking.

For some strange reason, I really can’t explain it, but I have become addicted to the very game I used think was stupid. I play at the end of the day and on weekends. I practice as often as I can and enjoy the time away from work. Who knew?

And occasionally, I have come home, being somewhat wet, from playing golf in the ... rain. My dog comes up to me, sniffs and walks off smiling, thinking I’m sure, just how much smarter he is!

*Tim*



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## Light Bulb Moments



By Debbie Long

*“Being busy does not always mean real work. The object of all work is production or accomplishment and to either of these ends there must be forethought, system, planning, intelligence, and honest purpose, as well as perspiration. Seeming to do is not doing.”*

Thomas A. Edison  
1847-1931

## Next Monthly Meeting

### August 28, 2007

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

# Recipe of the Month

## Bruschetta Chicken Bake

- 1 can (14-1/2 oz.) diced tomatoes, undrained
- 1 pkg (6 oz) STOVE TOP Stuffing Mix for Chicken
- 1/2 cup water
- 2 cloves garlic, minced
- 1-1/2 lb. boneless skinless chicken, cut into bite-size pieces
- 1 tsp. dried basil leaves
- 1 cup KRAFT Shredded Mozzarella Cheese

Preheat oven to 400 degrees F. Place tomatoes in medium bowl. Add stuffing mix, water and garlic; stir just until stuffing mix is moistened. Set aside.

Place chicken in 13x9-inch baking dish; sprinkle with the basil and cheese. Top with stuffing mixture.

Bake 30 min. or until chicken is cooked through.

## PHILADELPHIA 3-STEP Cheesecake

- 2 pkg (8 oz. each) PHILADELPHIA Cream Cheese, softened
- 1/2 cup sugar
- 1/2 tsp. vanilla
- 2 eggs
- 1 Honey Maid Graham Pie Crust (6 oz.)

Preheat oven to 325 degrees. Beat cream cheese, sugar and vanilla with electric mixer on medium speed until well blended. Add eggs; mix just until blended. Pour into crust. Bake 40 minutes or until center is almost set. Cool. Refrigerate 3 hours or overnight.

Top with your favorite fresh fruit or pie filling.

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## Brain Drain

ANSWERS:

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



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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](http://www.ipssadallas.com)  
[www.texaspoolandspashow.com](http://www.texaspoolandspashow.com)

## Upcoming Events

July 4th		Independence Day
July 10th	6:30 pm	<b>IPSSA Board Meeting</b>
July 14-15		IPSSA Region 9 Meeting/Florida
July 24th	5:15 pm	<b>IPSSA General Meeting</b>

**Be an IPSSA Member!**

**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**

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Brett Moore, Safety	972-772-0095
Walt Ransom, Outreach	972-679-9908
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