



# IPSSA

## CORPUS CHRISTI



Volume 1, Issue 6

April 2007

## RAM CHEMICAL PRESENTS CHAPTER WITH FIRST EVER REBATE CHECK

Tim Kerley presented IPSSA Corpus Christi Chapter Treasurer Tom Hamman with the chapter's first ever rebate check from a supplier. "For a new chapter like Corpus Christi, receiving a check like this is going to do a lot to help us, both in maintaining our day to day business, as well as allowing us the resources to grow" said Chapter President Brian Doggett. "With RAM being one of the founding Chapter Supporters, Tim Kerley taking the time to attend nearly every one of the chapter meetings, along with the rebate check we received tonight, it is clear that this chapter would not be thriving and growing as it is today without their support. RAM Chemical has clearly shown their commitment to IPSSA, our chapter and its members." RAM Chemical offers local pick-up at its Warehouse Pools location at the corner of Airline and S.P.I.D. in front of Lowes. To set up an account, contact Tim Kerley at 281-856-7600.

IPSSA  
Corpus Christi Chapter  
15481 S. Padre Island Drive  
Suite 203  
Corpus Christi, TX 78418



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Business Card Size	\$35 per Issue / \$350 per year
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Please let us know ahead of time when you are planning any activity, class, tabletop, show or open house. We are happy to put it on the calendar and publicize your event.

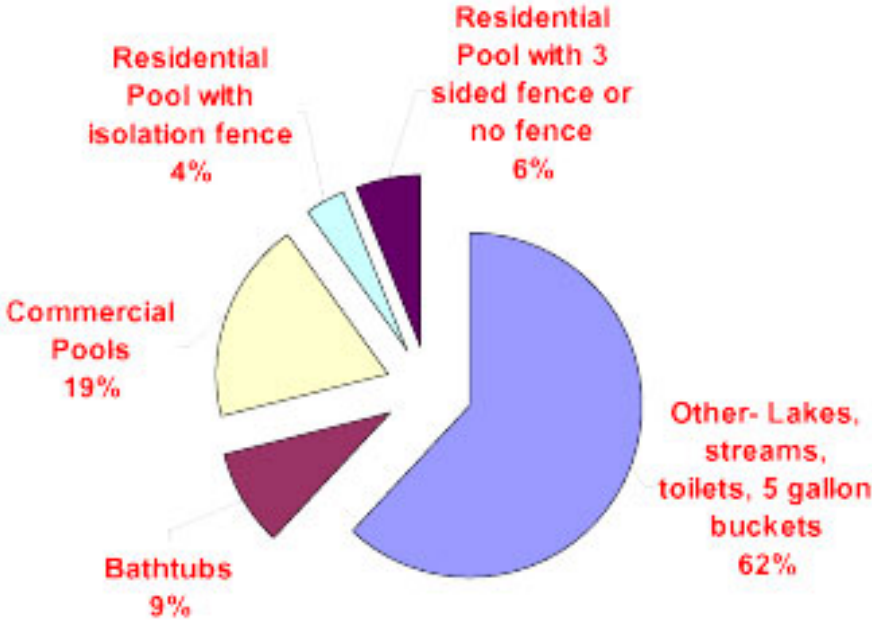
**Call 361-949-8899**

**SICK ROUTE CARDS**

To be able to take advantage of the sick route program when you need it, you must have your sick route cards filled out. Remember, you do not provide us with any names or addresses unless and until you become unable to service your pools and need sick route coverage. These cards should be kept where a loved one or other trusted person can find them and provide them to us in the event you become incapacitated. The only card that we need to keep on file is the card with the number of pools you service and the zip codes of where they are located. If you need either of the cards, contact Vice President Mike Baker at 361-563-7665.

# Where do our children drown?

APEC is trying to help prevent foolish legislation that will hurt the pool business and not help the consumer...a No-Win Proposition. US child drownings based on CDC statistics for years 1999-2004:



**CHAPTER SUPPORTERS  
PRESENT AT APRIL MEETING**

**Tim Kerley – Ram Chemical  
Tony Pawelek – Hayward  
Mark Phillips – Superior  
Joe Manak – SCP  
David Butler – Stellar Sales**

**MAY MEETING SPEAKER:**

**RAY ALLEN WITH X10 PRO  
WILL SPEAK ON THEIR  
CONTROL SYSTEMS**

**DIRECTOR'S REPORT**

**By Greg Donoho – Region 9 Director**

As seems to be the case each year after the leadership Seminar, not much has been happening. The Financial office has had a tech person come in to develop a new program that will handle IPSSA's financial needs. Quickbooks was not big enough to handle all the invoices and data. So they are currently working under the new software system. The expense was paid for by Cramer Associates.

Safety and Outreach have committed monies to NDPA and to NPIRC. Water Watcher tags are still available to each member. First 50 are free. Outreach has the resources available to provide Chapters with matching funds allocation for the chapter's involvement in Community outreach up to \$500 while it lasts.

Member benefits are steadily working on



new Associate Member packages. Also in conjunction with Arrow Insurance they are working on a health insurance web page for members only to go to in order to shop the best individual health insurance plans as Arrow Insurance rates them.

The IPSSAN is more professional looking and usually has articles and/or tech tips from your fellow Region 9 members. You can email or fax to IPSSA Inc.

Education is at the same place we were last year at this time with the exception that IPSSA has the best written, most concise and up to date chemistry book in publication. The online test for the Basic Training Manual will be finalized and ready for members May 1. The test is a compilation of 50 random questions from a bank of 164 questions, test takers have 60 minutes to complete the 50 questions and must score minimum 90%. You can only miss 4 questions. It is open book. For those who do not for whatever reason have the ability to take the test via the website, hard copies of the test can be sent to the

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Chapter President. The same rules apply. 60 minutes passing grade of 90%, open book. Without the book and at 4am in 37 minutes I made 92%. I missed 4 questions. The second book is currently being put together and it will cover basic trouble shooting techniques and repairs. The book is on target for release February 2008.

Expansion, this is a daunting job. It takes tons of time and effort. The boots on the ground are working hard to increase the Floridian numbers and the FPSS was a huge success for IPSSA this year. Expansion needs to be focused on Florida, Nevada, and South Texas. I have not been back to Florida since the FPSS and I went down to McAllen 3 weeks ago. McAllen branch of SCP is moving into a new 25000 square foot facility by June. We have been invited to come for the day to host a fajita cookout in July. I finally was able to get us a fair deal in South Padre Island for the trip. Room nights are \$229, conference room is no charge and I am working on the lunch menu. We need to make a showing in force at SCP for the day Friday prior to the regional meeting. APEC was also invited to pass along information to the industry pros in South Texas.

My suggestion is that we man this and have folks available to speak, cook, and answer questions. At least 8 should be there for the day. I will be visiting Eddie at SCP again in May and June.

Finally Congratulations to all of you here, you guys are what makes IPSSA. IPSSA works because of the unselfishness you each pour into it. Your chapters are growing and

there seem to be no major conflicts. Region 9 is the fastest growing region with the most positive numbers in retention. Pat yourself on the back for being so outstanding.

*Editors note: The preceding was presented to those in attendance at the Region 9 quarterly meeting held in Austin on April 14<sup>th</sup>.*



For the fastest way to empty a pool, just follow the plan illustrated in the picture above.





<b>HELP WANTED</b>	<b>OPPORTUNITIES</b>
<p>Wanted – IPSSA Member or spouse interested in taking over the creation of this monthly newsletter. Should have basic computer skills and own a computer. No monetary pay but you get all the credit and a whole lot of appreciation. Anyone that is interested or has questions about what is involved should contact Brian Doggett at 949-8899.</p>	<p>IPSSA members are allowed one free fifty word classified ad per month. Advertise parts and equipment you have for sale, find another pool cleaner for the season, sell your truck..... Contact Brian Doggett at 361-949-8899 or fax to 361-949-8896 or email: <a href="mailto:brian.doggett@island-aquatics.com">brian.doggett@island-aquatics.com</a></p>

## AT THE LAST MEETING...

The last meeting was held on Thursday April 5<sup>th</sup> at the Wings ‘n’ More Restaurant. Following are the highlights from that meeting:

- Mike Cabral from Padre Pools and Mike Diaz from Berry Pools welcomed as new members
- John Fisher from My Pool Guy completed the chemical certification test
- David Butler from Stellar Sales:
  - Gave a presentation of Jacks Magic
  - Provided a free Stain Identification Kit to all members in attendance
  - Agreed to make plans to hold a four hour Stain Certification class here in Corpus Christi
  - Agreed to become a Chapter Supporter
- Marty Slater from American SPS gave a presentation on the Resilience Salt System
- Tony Pawelek from Hayward said a few words about their programs and products
- Joe Manak of SCP said a few words and passed out new catalogs
- Tim Kerley of Ram Chemical presented chapter with rebate check
- Several of the vendors chipped in to provide us with wings and beer!

## WELCOME NEW MEMBERS

We would like to extend a warm welcome to the following new members:

**Mike Cabral – Padre Pools**

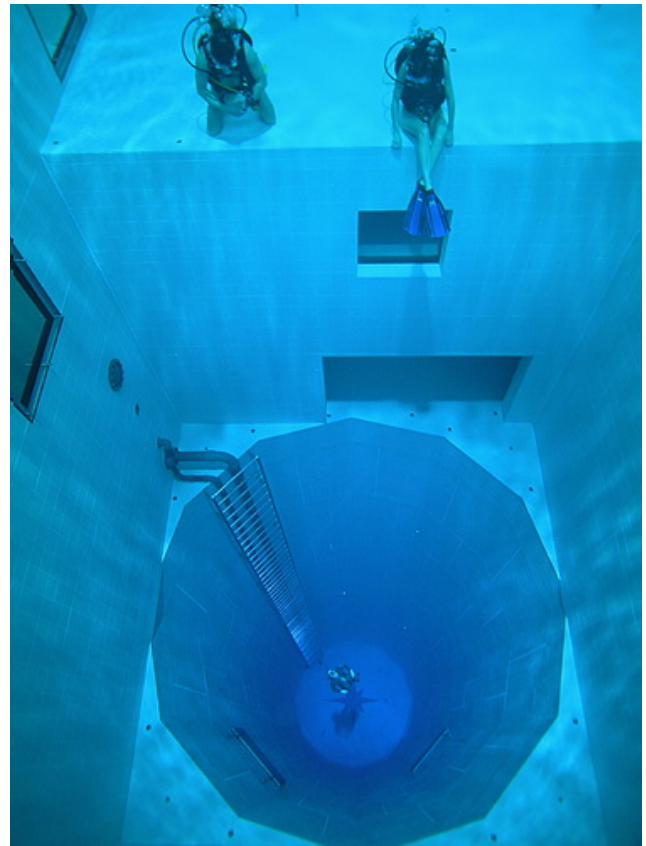
**Michael Diaz – Berry Pools**

**John Fischer – My Pool Guy**



The new training manuals will be available at the May members meeting. The costs are \$24.95 and \$19.95 respectively for IPSSA members. Beginning May 1<sup>st</sup>, the chemical certification test will be available on-line.

The IPSSA Corpus Christi Newsletter is published monthly and is mailed to all pool and spa service companies with published addresses in the Corpus Christi area. All articles written and edited by Brian Doggett unless otherwise noted. For advertising information or to be added to our mailing list, please email: [brian.doggett@island-aquatics.com](mailto:brian.doggett@island-aquatics.com) or Fax: 361-949-0117 Phone: 361-949-8899



## WORLD'S DEEPEST POOL

This pool located in Belgium is the world's deepest at 33 meters deep.

## JOIN IPSSA!

Yes! I am interested in joining the Corpus Christi Chapter for benefits such as cost effective liability insurance, distributor discounts, education opportunities and sick route coverage

Please contact me:

Company Name: \_\_\_\_\_

My Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_


Mail or fax to: Mike Baker  
1533 Humble Road  
Corpus Christ, TX 78418  
Fax: 361-949-0117



# CHAPTER SUPPORTERS



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**RAM  
CHEMICAL  
& SUPPLY, INC.**

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CPO Certified

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## CORPUS CHRISTI OFFICERS

Region 9 Director	Greg Donoho
President	Brian Doggett
Vice President	Mike Baker
Secretary	Allen Aaron
Treasurer	Tom Hamman

NEXT MEETING MAY 3rd



**5990 S Staples Street  
361-980-8044**