



# IPSSA Texas News



Volume 1, Issue 3

March 2011

Newsletter available on-line subscribe at [www.ipssatexas.com](http://www.ipssatexas.com)

## SOUTHWEST POOL AND SPA SHOW

Ipssa Texas was well represented at the Southwest Pool and Spa Show in Arlington last month. Volunteers from chapters throughout Texas contributed over 300 hours loading in, working the show, monitoring classes, teaching classes and loading out. The weather was great, the Arlington location and the people working there were "awesome", my granddaughter would say. What an outstanding job the show's board did! Thanks to ALL.

*Gordon Slagle  
Region 9 Secretary*

For more pictures go to the ipssa Texas website, click on the news link. The first set of pictures plays automatically. Go to

the next one and press play.



### TABLE OF CONTENTS

Pool and Spa Show .....	1
Chapter Meetings/Contacts .....	2
Calendar .....	3
Region 9 News: .....	4
Online Testing .....	5
Chapter News .....	5 + 6 + 8 + 9 + 10
Tech Tips .....	7
APEC .....	9
Pool Quiz .....	11
Classified .....	
Editor - Ingrid Slagle .....	11
Advertising Information .....	11

[Click here for more pictures](#)

AUSTIN MEMBER MEETING

Austin Energy Building  
721 Barton Spring Rd.# TLC130  
Austin, TX 78704

First Tuesday of the month 6:00pm

[Jim Smith](#) President 512-206-0606  
[Hal Denbar](#) Vice President 512-636-8122  
[Todd Swearingen](#) Secretary 512-326-4695  
[Rick Beaubouef](#) Treasurer 512-466-9672

CORPUS CHRISTI MEMBER MEETING

Island Italian Restaurant  
North Padre Island

Third Tuesday of the month 6:30pm

[Mike Baker](#) President 361-563-7665  
Allen Arron Vice President 361-658-7665  
[Doug Goike](#) Secretary 361-749-4853  
[Brian Doggett](#) Treasurer 361-949-8899

DALLAS MEMBER MEETING

SCP-Plano Training Center,  
1212 10th Street  
Plano, TX

Third Thursday of the month 5:30pm

[Eustaquio Portillo](#) President 214-325-6746  
[Bill Winter](#) Vice President 972-523-0537  
[Sean Ralls](#) Secretary 972-849-0746  
[Lorna MacDougall](#) Treasurer 972-222-4105

FORT WORTH MEMBER MEETING

La Playa Maya Restaurant  
1540 N. Main Street  
Fort Worth, TX 76106

Third Tuesday of the month 6:30pm

[Jason S. Lehmann](#)- President 817-605-0194  
[Greg Clark](#) Vice President 817-453-1302  
[Ken Hamilton](#) Secretary 817-268-8438  
[Tina Lehmann](#) Treasurer 817-991-0555

HOUSTON MEMBER MEETING

Fuddruckers  
2475 Kirkwood  
Houston, TX

Second Tuesday of the month  
7:00pm  
Board Meeting preceding

[Jim Jacobsmyer](#) President 281-474-7665  
[David Queen](#) Vice President 281-807-5442  
[Sterling Jones](#) Secretary 281-256-6630  
[Doug Dinkins](#) Treasurer 281-531-8757

MID CITIES MEMBER MEETING

SCP Carrollton  
2107 Hutton Dr.,  
Carrollton, TX 75006

First Monday of the month 7:00pm

[Jeremy Smith](#) President 214-695-8717  
[Henry Shackley](#) Vice President 972-445-0526  
[Kraig Williams](#) Secretary 972-800-2123  
[Sterling Kropp](#) Treasurer 972-436-0360

RIO GRANDE MEMBER MEETING

SCP McAllen  
1201 W. Warren Street  
Rio Grande Valley

Second Tuesday of the month  
6:30pm

Humberto Garces President 956-867-7194  
Ron Long Vice President 830-246-2788  
[Johnny Schultz](#) Treasurer 830-253-1222

SAN ANTONIO MEETING

Clear Springs Restaurant  
606 Afton Oaks  
San Antonio, TX

First Monday of the month  
Officers Meeting @ 6:00 pm  
Chapter Meeting @ 6:30 pm  
Attendance is taken @ 7:00 pm

[Flash Rose](#) President 210-494-9784  
[Randy Keefe](#) Vice President 210-519-7901  
[Becky Clayton](#) Secretary 210-240-3121  
[Frank Berlanga](#) Treasurer 210-732-7817

WAXAHACHIE MEMBER MEETING

SCP Grand Prairie  
1909 Great Southwest Pkwy  
Waxahachie, TX

First Wednesday of the month  
7:00am

[Neal Holt](#) President 972-617-9877  
[Larry Hutson](#) Vice President 972-617-7999  
[Bob Bauer](#) Treasurer/Secretary 214-577-4843



# March 2011

"Obstacles are those frightful things you see when you take your eyes off your goal." Henry Ford - submitted by David Queen VP Houston

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 Austin Mem- ber Meeting	2 Waxaha- chie Mem- ber Meet- ing	3	4	5
6	7 Mid Cities & San Antonio Member Meeting	8 Houston & Rio Grande Valley Mem- ber Meeting	9	10	11	12
13 Daylight Savings Time begins	14	15 Corpus Christi & Fort Worth Member Meeting	16	17 Dallas Mem- ber Meeting  SCP 7427 Dog- wood Park Fort Worth, St. Pat- rick's Day  Customer Appreciation Cookout  11:00am - 1:00 pm  Ipssa Mem- bership Drive	18	19
20	21	22	23	24	25	26
27	28	29	30	31 Western Pool and Spa Show Long Beach CA	Western Pool and Spa Show Long Beach CA	Western Pool and Spa Show Long Beach CA



## REGION 9 NEWS

### UPCOMING EVENTS

Region 9 Meeting  
April 9, 2011 - San Antonio

### Region 9 Executive Board

Director - [Phil Sharp](#)  
210-673-2909  
Treasurer - [Jason S. Lehmann](#)  
817-605-0194  
Secretary - [Gordon F. Slagle](#)  
817-595-1167

### Board Officers

Austin - [Jim Smith](#)  
512-206-0606  
Corpus Christi - [Mike Baker](#)  
361-563-7665  
Dallas - [Eustaquio Portillo](#)  
972-278-3917  
Fort Worth - [Jason S. Lehmann](#)  
817-605-0194  
Houston - [Jim Jacobsmyer](#)  
281-474-7665  
Mid Cities DFW - [Jeremy Smith](#)  
214-695-8717  
Rio Grande - Humberto Garces  
956-867-7194  
San Antonio - [Flash Rose](#)  
210-494-9784  
Waxahachie - [Neal Holt](#)  
214-837-5884

### Congratulations to Ipssa Award Recipients

The Robert Kropp Award was presented to Sterling Kropp, Mid Cities Chapter, this year. Quote "It is quite an honor to receive the award your father inspired".

The Chapter of the year award was given to Austin.

Frank Berlanga Jr. of the Austin Chapter received the award for President of the year.

Jason S. Lehmann, Fort Worth Chapter President and Region 9 Treasurer was awarded the Chairman of the year award.

The Mr. and Mrs. Ipssa Region 9 award went to Rita and Jim Jacobsmyer of Houston.

For the Member of the year award Todd Sparker of the Florida Chapter was chosen.

Pentair received the Supporter of the year award.

### ORDER YOU IPSSA TRAINING MANUALS

YOU CAN ORDER THESE TRAINING MANUALS ONLINE AT [WWW.IPSSA.COM](http://WWW.IPSSA.COM) OR CONTACT YOUR NEAREST CHAPTER

1. IPSSA Basic Training Manual – Part 1 Chemicals
  - a. Member price is \$ 24.95
  - b. Workbook price is \$6.95
  - c. Non-member price is \$49.95
  - d. Workbook price is \$12.95
2. IPSSA Basic Training Manual – Part 2 Equipment
  - a. Member price is \$ 24.95
  - b. Workbook price is \$6.95
  - c. Non-member price is \$39.95
  - d. Workbook price is \$12.95
3. IPSSA Intermediate Training Manual – Part 1 Chemicals
  - a. Member price is \$ 24.95
  - b. Workbook price is \$6.95
  - c. Non-member price is \$49.95
  - d. Workbook price is \$12.95
4. IPSSA Continuing Education Series – Pool Chlorination Facts
  - a. Member price is \$ 24.95
  - b. Non-member price is \$ 29.95



## Corpus Christi Members Pass Test

Congratulations to Jeremy Johnson of Crystal Clear Pools and John Bohrer of Galloway Pools for passing the Residential Appliance Licensing test.

Thank you,  
Amy Wright Corpus Christi Member

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## Austin Chapter

Frank Berlanga Jr., outgoing Austin chapter president wishes to thank Region 9 for the awards he and his chapter received at the Gala. He also wants to challenge everyone to join APEC or renew their membership!

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## Online Testing

The IPSSA Water Chemistry Certification Exam is based on IPSSA's Basic Training Manual-Part 1. We have training manuals and workbooks available so you can get yourself prepared.

Contact us at [info@ipssafortworth.com](mailto:info@ipssafortworth.com)



The exam is offered on-line at no cost.

To take the exam on-line, write to [exam@ipssa.com](mailto:exam@ipssa.com) or call 888-360-9505 to obtain a log-in ID and password. When requesting a log-in ID and password, we will need your full name, company name, mailing address, telephone number, e-mail address, and the name of the chapter you wish to join.

You will receive your log-in ID and password no later than the next business day.

The IPSSA Water Chemistry Certification Exam contains 50 questions.

You may refer to your copy of the IPSSA Basic Training Manual-Part 1 when taking the exam, but you only have 60 minutes in which to complete it.

During the 60 minutes you can go back and change answers. You will not be able to answer any questions after your 60 minutes expire.

You must get 90% or more of the questions right in order to pass. After you have completed the exam on-line, you will be notified of the results immediately.

There are a limited number of times you can take the exam with the same log-in ID and password

Forms for licenses and other useful links are available at [www.ipssatexas.com](http://www.ipssatexas.com) in the member area. I have linked these files for your convenience, click on links below.

[Residential Appliance Installer License Application](#)

[Residential Appliance Installation Contractor License Application](#)

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## Fort Worth Members Pass Test

Ipssa members are setting a study pace of getting their license's in order to comply with the current laws. Ipssa set's a high standard on it's members.

Congratulations to:

Dave Boyd

Greg Clark

Mike Cunningham

Frank Discher

Jason Lehmann

Tina Lehmann

Scott McFarland

Tracy Morris

Paul Nelson

John Powers

Thom Sheehy

DeWayne Ueckert

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## Welcome New Member



The Fort Worth chapter has a new member, Monica and Tracy Morris of Beautiful Shades of Blue, we are lucky to have them. To give them an idea of what the ipssa spirit is, we

suggested they come and help out at the Arlington SW Pool & Spa show , we all had a great time, Thank you Monica for your volunteer hours and welcome to our chapter.

*Ingrid Slagle*

## Dallas Chapter President

Greetings to all my fellow small business professionals and friends in the pool industry,

Well all I can say is "oo we." It has been a freezing cold, busy month.

Lorna and I travelled to Newport Beach, California for the leadership training on the 11-13 of this month.

Boy we had some good sessions, some very good speakers (some no bueno) with good advice on the do's and don'ts as leaders of the chapter.

Come to the next meeting on the 17th of March to hear more about the trip.

We made it back and headed for the show on the 17-20. It was good to see all our friends from the other chapters of Texas and all the reps. The show was good with all the



classes and seeing most of the manufacturers and reps. It was hard work but it got done. Thanks to everyone that helped. Without you it would be hard to have a show. I got to attend the awards banquet on Saturday evening. Congratulations to Frank Berlanga Jr for being recognized as President of the year of our region and Sterling Kropp for receiving the Robert Kropp Award.

I am ready to get started in leading this chapter and moving forward but I cannot do it alone. I will be looking for some help from the experienced professionals in our chapter.

Let's roll up our sleeves and help me do a good job for you.

Your friend.  
Eustaquio Portillo  
El Presidente  
Dallas Chapter



SCP Distributors LLC

St. Patrick's Day

Customer Appreciation Cookout

3/17/2011 11:00 am to 1:00 pm

Rain Date 3/24/2011

PLEASE JOIN **SCP FORT WORTH** FOR OUR FIRST ANNUAL CUSTOMER APPRECIATION COOKOUT SPONSORED BY

**HAYWARD POOL PRODUCTS**

IPSSA AND APEC WILL BE PRESENT CONDUCTING A MEMBERSHIP DRIVE.



## The Spirit of Ipssa

First of all a great big thank you for all of the Ft. Worth Chapter volunteers. You guys and girls did a great job and made our chapter look great. All of the vendors really appreciated all of those who helped them out. I want to thank Lance Rust for organizing the unloading and loading of the vendors, Ingrid and Gordon Slagle for the



organization of the volunteers throughout the show and for taking the pictures, also to John Powers for hosting the hospitality suite. I even saw Paul Nelson and son working hard on Saturday. I hope that everyone took advantage of the education and viewing of any new products as well. I

know I did. I especially want to congratulate our President, Jason Lehmann for receiving the Chairman of the Year award. He is a hard working individual that puts many hours toward IPSSA to keep us moving forward. I believe that our chapter has the most members that are licensed in the region. Kudos for us, lets keep up the hard work!

Tina Lehmann

Fort Worth Chapter Treasurer





## Who left the water running??

This looks beautiful.

The uncommon cold weather we experienced last month left some pool owners in a, what could be a very costly, situation. With black-outs the bursting of pipes could not be prevented, and some of us were called out to calm the pool owners anxieties of these major repairs.

## “What were they Thinking?”

We have all run into those situations that are just so outrageous, funny or just plain stupid that they warrant a photo - doesn't just have to do with all the “creative” plumbing or equipment layouts we have seen. If you have a contribution of interest just let Ingrid know at: [ipahl@sbcglobal.net](mailto:ipahl@sbcglobal.net)

## Troubleshooting thoughts

Here are a couple of things to think about when you're trying to solve a problem and you're in the head-scratchin', chin strokin' and throat clearin' mode.

Try the simplest solution first. It's a waste of time to apply a complicated solution when an easy answer will get you there. Just remember that the easy answer may not be the best one, but it will get you on the right track.

If you've just fixed a problem and a new one pops up, chances are that whatever you did to fix the first problem somehow caused the second problem, even though it's not apparent and especially if everything worked properly before you solved the first one. While it's true that co-inky-dinks do happen and it's also true that sometimes problems are serial (meaning you have to fix one before the second one becomes apparent), most of the time the two are related.

## FEBRUARY QUIZ ANSWERS

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



[Click here for last month issue](#)

These stories originally appeared in the February 2003 issue of the Santa Clara Valley IPSSA Newsletter.

## San Antonio Chapter



The IPSSAN has a big ad on the front page for truck signs. The signs could help the consumer recognize an IPSSA member. The more familiar

the general public is with IPSSA, the more likely they will choose to hire a member. The regional directory is now being produced within our region. The join IPSSA flyers are going to be changed. The election results are in and the changes all passed. There will be term limits for all BORD members.

*Becky Clayton*

*San Antonio Secretary*

## Automating your billing

As a route broker I get to see how different entrepreneurs run their businesses. I'm somewhat surprised that many entrepreneurs shy away from automating their backend functions. For instance, quite a few business owners still handwrite their invoices each month and drop off them off while servicing the pool. I always encourage business owners to automate as many functions as possible to increase efficiency. By using software like Quickbooks or Excel you are able to better track income and expenses which will result in less nightmares during tax time. Another benefit of ditching the invoice pad is the ability to analyze how you did last year, last month or last week so that you can make changes to your pricing to cover increased expenses. If you're still charging \$40 per hour for repairs then you might want to review your pricing policy. Automation will help you with that. There is no need to spend a lot of money to bring your billing system into the 21 century. If you have a teenager in the house they could show you how to use Excel or you could pay someone or barter for a couple hours of Quickbooks training. The money spent up front could ultimately make you thousands in the form of increased hourly rates or at least less of a headache at tax time.

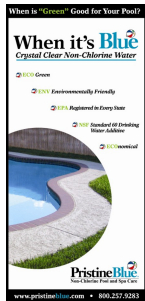
*Arif Sealey*

*(San Antonio Chapter) is the owner Apex Route Brokers and can be reached at*

[asealey@apexroutebrokers.com](mailto:asealey@apexroutebrokers.com)



Clark Wood  
1-800-257-9283  
[www.pristineblue.com](http://www.pristineblue.com)



## 2011 Dallas Chapter Meetings

We have now finalized the monthly Chapter meetings for the first 6 months of 2011.

**March 17, 2011**

**April 28, 2011**

**May 26, 2011**

**June 23, 2011**



The meetings are at the EDGE-SCP Training Center in Plano. The meet and greet starts at 5:30PM with dinner and the official meeting starts at 6:30PM. If you are not able to attend, please call one of the chapter officers to let us know. See you there!

*Lorna MacDougall*  
*Dallas Chapter Treasurer*



APEC sponsored breakfast meetings at the Southwest Pool and Spa Show. The two meetings, one for the service guys, one for the builders, allowed face to face meeting with our lobbyist and updates on what's happening in the Texas legislature.

- Be Informed
- Have a Voice
- Join APEC!
- [www.apectexas.org](http://www.apectexas.org)

**Marshall Davis**  
317-408-4151  
800-753-1233 Fax

Tiffany O'Neill  
337-281-6886



## Getting your pools ready for Spring

Well, spring is almost here; kind of hard to think of with snow on the ground but it will be here soon.

Some of you might be trying to earn some extra money for your company; some might just be looking for new programs you can offer your customers. For many years we have had a preventive maintenance program that we do for our customers. The program has a set rate for every customer, we also have a set dollar amount from each customer that we can spend for repairs, if we find more items needing repairs we call for approval. We schedule ours around spring break, getting the pools ready for summer, and the state fair, getting the pools ready for winter. Our program covers the entire pool, we check all chemical levels, go over all the equipment, cleaning the filters, rebuilding the cleaners, checking lights, etc, we also make sure to use GFCI testers to check the plugs, and make sure to check all of the bonding cables and lugs. We have been doing ours for many years, so we just send out an email, letting our customers know its time; if we run into any problem areas we will call them. When we are done we leave them a complete check list of how their pool is doing, and also what I call my Santa's list, items like replaster, equipment upgrades, etc. Letting them know if it's in their budget these are some things I'd like to have done for their pool this year. One side benefit about having maintenance programs signed up with your customers is when you go to the bank for a company loan, or line of credit, they will ask for a list of scheduled cleaning customers you have, and do you have any maintenance program contracts, they use these as assets for your company's worth.

Lance (Lance-a-lot) Rust  
Fort Worth Member



**Eric Miller**  
817-825-3910 cell  
817-481-4527 metro  
[poolguy77@msn.com](mailto:poolguy77@msn.com)

## Pool & Spa show 2011

Wow did IPSSA step up. No thanks would ever compliment the efforts of IPSSA TEXAS! I will thank them. Gordon & Ingrid Slagle (Ft. Worth) and Jim & Rita Jacobsmeyer (Houston) stepped up and were a driving force. Those four individuals made a show worth attending. The countless hours in preparation and during the show, I know they were tired. Not to mention they shut down their own business for 5 days to do it. THANK YOU so very much on behalf of IPSSA Texas. We had blue light specials and give a way's both days, auction items for donation to our government relations group APEC. Thank you to the many exhibiting vendors who helped out by donating products to the raffles and blue light special's. Also to the construction of the "right & wrong" equipment pad, thank you Rick Whittington, Aqua Group Inc. and Pentair for the use of the equipment. The before show loading dock work of all the exhibitors booths (thank you Lance Rust Ft. Worth), and then again to help load them back up to go home. We had donuts and pizza, coffee, soft drinks and waters for all the helpers. Never did you see a better job. Even the union company Freeman had to stand back and enjoy a soda and watch the group make it happen. IPSSA had a hospitality suite in the hotel for all (thank you John Powers – Ft. Worth, with monies from our San Antonio chapter, Flash Rose). We had a great time. The classes that were held for 5 days were all packed. So much to learn and see and so little time. With so many new products on display it was a wonder you could make it around to see it all. I know I am just gloating because I was awarded the IPSSA Chairman of the year! It was a great show and look forward to doing it again next year in San Antonio.

*Jason S Lehmann,*

*President IPSSA Fort Worth and Region 9 Treasurer*



## Do You Know?

### Cynuric Acid

- a) Blocks the suns UV rays from pulling chlorine from the pool
- b) Slows oxidation rate

### At a pH of 8.5 the chlorine effective rate is

- a) 50%
- b) 100%
- c) 10%

### Brown coffee stains on plaster are most likely caused by

- a) iron
- b) copper
- c) none of the above

### After a heavy rain storm your pH levels

- a) go up
- b) go down
- c) has no effect

### Arriving at the job you notice a hum coming from the pool motor, what is the most likely cause

- a) bad motor
- b) capacitor
- c) clogged impeller
- d) all of the above

### After shocking the pool you notice a black stain on the bottom of the pool, what is the most likely cause.

- a) copper in the water
- b) iron in the water
- c) all of the above

### When starting up a new plaster pool you should plan on making visits

- a) once
- b) every other day for a week
- c) every other week for a month
- d) every other day for a month, then a follow up visit after 3 month

### To test a capacitor you should use the \_\_\_\_\_ on your meter

- a) volts
- b) amps
- c) ohms

### It is ok to adjust all chemical levels in a new plaster pool after \_\_\_\_\_ weeks.

- a) one
- b) two
- c) one month
- d) 3 months

Questions submitted by IPSSA Member, discuss answers at next member meeting

# POOL QUIZ



1. If you are using liquid chlorine to sanitize your pools, what is considered the ideal total alkalinity range?
  - a. 120 – 140 ppm
  - b. 100 – 120 ppm
  - c. 80 – 100 ppm
  - d. 60 – 80 ppm
  
2. When balancing pool water, always adjust total alkalinity first.
  - a. true
  - b. false
  
3. Which type of chlorine has a near-neutral pH (6.8 – 7.0)?
  - a. liquid
  - b. trichlor
  - c. cal hypo
  - d. dichlor
  
4. Which of the following types of chlorine are made from gas chlorine?
  - a. liquid
  - b. trichlor
  - c. cal hypo
  - d. all of the above
  
5. Ozone is very effective in eliminating algae from pools.
  - a. true
  - b. false
  
6. Which type of chlorine is the least expensive to buy?
  - a. liquid
  - b. dichlor
  - c. gas
  - d. cal hypo
  
7. Total alkalinity has the ability of water to neutralize acid.
  - a. true
  - b. false



Find answers in the next issue

# Support IPSSA Texas

Advertise your Business in the  
**IPSSA Texas Newsletter**

Get your advertising listed today contact

[Gordon Slagle](#)

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[Mike Cedro](#)

[mike.cedro@yahoo.com](mailto:mike.cedro@yahoo.com)

713-703-6496



## CLASSIFIED ADS

FREE TO IPSSA MEMBER!

Want to buy or sell something? Need to hire someone? Submit your ad to Ingrid @ [ipahl@sbcglobal.net](mailto:ipahl@sbcglobal.net) it will appear here. Need to continue your ad next month? Contact Ingrid prior to the 20th of the month!

### Orenda Technologies, Inc.

*An Algae, Stain and Scale Prevention Company*

**Harold Evens**


972-612-3902 or 214-869-8150

**Cecil Jamison** 214-876-5219

Shane Applegate 512-748-8314

Doa Zucarelli 214-505-1307

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[Ingrid Slagle](mailto:Ingrid.Slagle)

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