



Imperial POOLS INC.[®]

REDEFINING ONE SOURCE

Corporate and Manufacturing Headquarters

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August 28, 2020

Dear Valued Customer,

As an industry we are fortunate to be experiencing unprecedented demands for our products in the midst of the COVID-19 crisis. After state mandated closures, our manufacturing team has done a tremendous job of ramping up and measurably increased our output. We are actively expanding our workforce, investing in our manufacturing capabilities and technology to increase capacity to meet the growing demand.

We are working closely with suppliers to minimize costs and continue to improve efficiencies in all aspects of our operations. However, the sharp increase in demand is driving costs of raw materials, labor, operations and transportation upward and we find it necessary to increase prices to offset these costs.

Effective **October 5, 2020** the following product lines will increase as noted:

Steel - Straight Panels, Stairs, Benches & Special Features	5.0%
Steel – Radius Panels, Parts & Braces	6.0%
Steel – All 48" Panels & Components	8.0%
Matrix Polymer Panels & Components	5.0%
Matrix Nexus Polymer Step Forms & Special Features	7.0%
Saratoga Thermo-formed Steps	7.0%
Whitewave Spillover & Poolside Spas	7.0%
Aluminum Coping	5.0%
Vinyl Works In-ground Liners (Effective 11/1/2020)	6.0%

Orders placed by October 2nd for 2020 seasonal use and shipped no later than 11/30/2020 will be priced at current 2020 pricing. Bulk orders and forward buying orders will not be accepted before November 1st. and will be at new pricing and shipped after 1/1/2021. Orders received before October 2nd may be limited by 2020 capacity limitations and/or prior year purchase history. If you have any questions, please contact your Regional Sales Director or Customer Service Representative.

Imperial Pools truly appreciates your business and your continued support. We are working diligently to provide you with the quality products and exceptional service you expect from Imperial Pools. We wish you continued success and look forward to being your partner of choice for 2021 and beyond.

Sincerely,

Regis J. Miles

Regis J. Miles
VP Sales – Manufacturing
Imperial Pools Inc.