



To Our Valued Customers,

Over the past few months, FWP has been posting price increase letters from our manufacturers on our website. The vast majority of these increases have gone into effect in July or will go into effect this August. This year's increases range from 3-12% with an average between 6-7%. Please log on to fwppool.com to view the official price increase letters from Hayward, Zodiac, Raypak, and others.

In years past, these increases have ranged between 1-3%. This year however, market pressures on materials and transportation have caused earlier and more dramatic increases.

FWP has made an investment in you, our loyal customers, and purchased as much inventory as these manufacturers have allowed and our facilities can accommodate. This will allow FWP to hold current pricing until October 1st. We do this in hopes that the 60-day buffer will allow you to make similar adjustments to your inventory and selling prices.

Again, please be advised that new prices will go into effect on October 1st, 2018 based on our July and August price increases. FWP continues to utilize our resources and purchasing power to mitigate these rising costs and invest in our mutual success.

Thank you for your business and continued support,

A handwritten signature in black ink, appearing to be "CD" followed by a stylized name.

Carlos Del Amo

Executive Vice President