

# LANDI POOLS & GAMES

**Celebrating 25 years as a family owned and operated business**

## 2021 SEASON

While most Americans were forced to stay at home last year, the demand for our products grew exponentially. In a nutshell, inventories could not be maintained to meet this unprecedented demand spike, which put pressure on the industry's Manufacturers to increase production – but that has proven much easier said than done. The pandemic environment, paired with lagging supply chains and materials shortages have yielded extended production times and much uncertainty for Pool & Hot Tub dealers heading into the upcoming season. It is our goal to communicate and provide updates to all of our customers as best as we possibly can.

### ABOVE GROUND POOLS

Traditional steel/aluminum wall pools are in short supply, and we have no new pools that can be offered to purchase with an installation package this year. Alternatively, for the first time we are carrying limited quantities of **Intex Gray Panel Round Pool kits** (sizes 15'8" or 18'), which is a DIY pool installation offer. Just call or visit us for details! If you previously ordered a pool for the upcoming season and are awaiting our call to schedule your installation, please be assured that we are doing everything in our power and will contact you with status updates as soon as we receive them. Many thanks for your business, and hope you understand that we are all in the same boat!

**GRAPHITE GRAY PANEL™ POOLS**

- EQUIPPED WITH HIGHEST-GRADE POOL ACCESSORIES
- 1200 GAL./HR SAND FILTER PUMP INCLUDED FOR CRYSTAL CLEAR WATER

Includes Hayward Battery Powered AquaVac 250LI Robot Cleaner, new small Synergy chemical care kit, and trial size Pool Perfect Total  
Regular Price - \$2,999  
**Cash & Carry Sale Price - \$2,499**  
\*Local Delivery \$300

ITX-75-6383  
26383EH

VOLTAGE SAND FILTER PUMP LADDER GROUND CLOTH POOL COVER CASE PACK CASE WEIGHT

15ft 8in x 49in Graphite Gray Panel Pool Set 110-120(VW/GFCI) 1,200 gal (4.3m³) ✓ ✓ ✓ 1 ea 3 boxes 497.6 lb (226.2 kg)

### ABOVE GROUND LINERS

Replacement above ground stock liners are not being produced as in year's past. We can order above ground pool liners from our Inground Liner Manufacturer, but there is a hefty premium in comparison. There are many different stories circulating about why the shortages have occurred, but they all have one common theme. That is, raw material shipping from overseas is not arriving in quantities large enough for the normal supply chain, or not arriving at all. If you believe that your above ground pool liner needs replacing, there's a good chance you'll be looking at the 2022 season now. As a result, we strongly recommend that you stop in or call us to secure your spot sooner than later.

### IN GROUND POOLS

Compared to years past, we have almost doubled the number of jobs on the books for 2021. Current quotes and sales for new I/G Pools are looking at timeframes into next year as a result. Prices for pool kits, liners and related accessories have increased compared to prior years. Supporting equipment pricing for items like pumps and filters are also up. The major damages that swept across the state of Texas (from freezing and unordinary winter weather events) further strained current pool equipment inventories. In reality, we anticipate the shortages similar to last year will continue through 2021.

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## HOT TUBS/SPAS

The Hot Tub industry has grown astronomically over the past year, and the demand for new spas has been through the roof. Our sales floor has been vacant consistently since the end of last spring, and when a shipment of tubs does arrive, most were presold before they arrive at our door. The lead times for hot tubs/spas are longer than we could have ever imagined. The immense product demand, paired with raw materials that are in short supply, have yielded production lags for all Hot Tub Manufacturers. Prices for hot tubs are up about 2-3% compared to prior years.

## CUSTOMER APPRECIATION WEEKEND



A promotional graphic for a customer appreciation weekend. At the top, there is a string of colorful triangular bunting flags in shades of blue, red, yellow, and pink. Below the flags, the word "CUSTOMER" is written in large, bold, black, sans-serif capital letters. Underneath "CUSTOMER", the word "appreciation" is written in a black, cursive script font. Below that, a blue tag-shaped graphic with a white border contains the word "SALE" in white, bold, sans-serif capital letters. Under the tag, the dates "May 7-9" are written in a black, sans-serif font. At the bottom, a red dashed rectangular border encloses the words "GIVEAWAYS", "GAMES", and "FOOD" stacked vertically in bold, blue, sans-serif capital letters.

## 3" STABILIZED CHLORINE TABS

(trichloro-S-triazinetriene)

Have you heard about the chlorine tab shortage? Unless you are a pool retailer it hasn't really been a topic of conversation at most dinner tables. Though it isn't entirely due to the pandemic. The following link will explain a little more about why chlorine tablets are in short supply. [Chlorine Tablet Shortage Due to Covid-19 & BioLab Fire – Pool Magazine](#) This huge fire at a major manufacturer of a product that is used as a primary sanitizer for so many swimming pools is creating ripples in the industry. We do have a good supply of 3" stabilized chlorine tabs in the 25 lb container size, but we don't expect them to last too long once people start opening their pools. Smaller container sizes are not going to be produced early on, so your choices will be quite limited. Prices on chlorine tablets are up substantially compared to prior years.

## ABOVE GROUND LADDERS & RESIN PLASTICS

Earlier in the year, pool distributors and retailers received notice from the largest supplier of above ground pool ladders (and steps) that limited supplies of resin capacity halted operations. Existing orders will not be filled in a timely fashion, and new orders are not being accepted due to a force majeure declaration.

## Thank you to our customers

Any of these issues alone would be a concern for us heading into a normal pool season. At this culmination of such unthinkable (an uncontrollable) challenges, we will continue adapting to the times and doing everything we can to make things happen for our loyal customers. In all, we greatly appreciate every one of you, whether you're here for pool, hot tub or game table supplies. Your patience and support of us during these unprecedented times has been inspiring. Thanks for all you do to help us be successful, for choosing Landi Pools & Games!

Stay healthy and safe. We'll see you when you get here.

-The Landi Family

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