



December 1, 2021

HASA POOL DIVISION

Dear Valued Hasa Partner,

Thank you for your continued partnership through one of the most unique seasons ever. As you are likely aware, substantial raw material cost inflation that began in the first quarter of 2021 has continued to escalate substantially and is anticipated to continue well through 2022. Unprecedented labor, production and transportation costs will likewise continue to impact our economy.

As a result of these dynamics, HASA will implement an increase in pricing of 24% on all packaged sodium hypochlorite and muriatic acid, and a 30% increase on all ancillary products, **effective January 1, 2022**. This increase will apply to all shipments from all Hasa locations in Arizona, California, Nevada, Texas, and Washington.

Hasa is striving to mitigate this dynamic environment and reduce or eliminate further anticipated increases and surcharges prior to the coming season. Those efforts notwithstanding, we will be reviewing the deposit amounts for packaged products early in the first quarter to ensure they cover the inflationary increases we have been absorbing.

Looking forward, the HASA team continues to improve upon our capabilities to supply the market in the face of record demand for our products. We expect 2022 to be another record year, and always appreciate the opportunity to support and supply you with high quality, fresh products, and a service model which is unmatched in the industry. We are encouraged with the early stages of progress on our plans for 2022 and will work diligently, continuing our relationship with you as a valued and reliable partner.

We are excited as a company to be able to support your business through these turbulent times, we remain committed to the industry as we see how the 2022 season unfolds. Please do not hesitate to reach out to your Hasa Sales or Customer Service team if you have any questions regarding this information, or ways that we can better partner with you in 2022.

Best Regards,

A handwritten signature in cursive script that reads "Rick Sawin".

Rick Sawin
VP of Sales, Pool & Distribution
Hasa, Inc.