

# Quarterly Pulse Survey

## Q2 2021 - All Companies



**POOL &  
HOT TUB**  
ALLIANCE

### Our Typical Company



6-20 Employees



\$1-\$5 Million Annual Sales



4-10 weeks of sales backlog

### Quarter 2 2021 vs Quarter 2 2020

The index values displayed below are based on the average scores of a 5-point scale where 1 = Decrease Significantly / 3 = Stay about the same / 5 = Increase Significantly.

3.6



**Overall Sales Volume (\$)**

Typical- Increased Somewhat

3.6



**Sales Forecast (12 months)**

Typical- Increase Somewhat

3.4



**Months of Sales Backlog**

Typical- Stayed About the Same

3.0



**Number of Employees**

Typical- Stayed About the Same

3.4



**Bottom-Line Profits(\$)**

Typical- Stayed About the Same

3.4



**Quotes/Estimates Submitted**

Typical- Stayed About the Same

### Top Five Concerns

% of Respondents that selected the option.  
(Respondents picked up to 4 concerns)



**85%** Availability of products/supplies



**57%** Finding qualified employees



**41%** Economic conditions

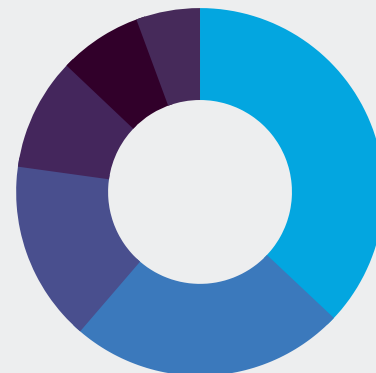


**31%** Maintaining profit levels



**26%** Employee performance/quality

### Portion of Sales Related To:



Pools- 38%	Supplies- 10%
Service- 25%	Hot Tubs- 7%
Other- 16%	Spas- 5%