

# **Master Spas Standard Stock Program**

As we all know, business in the spa industry can be seasonal and we typically see sales increase from late spring through fall and decrease through the winter months. To help reduce lead times, increase employee retention, improve quality and increase production efficiency, Master Spas has created the Standard Stock program. With this program, we will be running a balanced production schedule throughout the year.

So, what does this mean? We will try and produce the same number of spas per day for the entire year. We will build and store many extra units in our inventory throughout the winter months to help offset the additional units needed in the busier months. To make sure we are building a large inventory of the right spas, we have created a standard spa list of our most demanded spas.

## Standard Spas

- We have identified several "Standard" models in each product line including Acrylic Spa, Swim Spa, and Roto Spas. We will build these spas in a standard acrylic color (sterling silver) and a standard skirting color (graphite) or standard HPDE color (sea salt). These spas will also come with only standard options.
- These "Standard" models will be kept stocked at predetermined levels and will be available to ship quickly year-round.

### **Custom Spas**

- Spa orders that include different acrylic color, different HDPE color, different skirting options or other additional spa options will be identified by Master Spas as a "Custom" order.
- Custom spas will be built as ordered and will have a listed lead-time through our online lead calculator.

#### **Production Plans**

- Standard model production will account for about 50-70% of our current production output. This is consistent with sales of these models over the last several years.
- Custom orders will make up the remaining 30-50% of production output.
- These percentages can be adjusted based on demand, but this program is designed to afford the quickest lead times for our highest demand products.

<sup>\*</sup>LH series tubs will be built as Mist/Midnight or White/Graphite.



The standard stock spas are also what you can expect to see for your show allocation trucks. Below are those models:

## **Acrylic Hot Tubs**

- o LH6\*
- o LH 7 \*
- o CLS Balance 6
- CLS Balance 7
- o CLS Precision 7
- o CLS Balance 8
- o CLS Precision 8
- o CLS Balance 9
- o TS 240X
- o TS 6.2
- o TS 7.2
- o TS 7.25
- o TS 8.2
- o TS 8.25
- o MPL 800
- o MPL 900

#### Swim Spas

- o H2X Trainer 12
- o H2X Therapool 13
- H2X Trainer15
- o H2X Trainer 15D
- o H2X CHA15D
- o H2X Trainer21D

#### **Rotomold Hot Tubs**

- o GS San Miguel
- o GS Ocho Rios CS
- o GS Bar Harbor LE

If you have questions regarding any availability of these tubs, please reach out to your dealer support representative.

<sup>\*</sup>LH series tubs will be built as Mist/Midnight or White/Graphite.