



**World's Largest Wholesale Distributor of
Swimming Pool Supplies and Backyard Related Products**

Brief

- Headquartered in Covington, LA. Founded in 1980 by Frank St Romain
- 344 Sales Centers across North America, South America, Europe, Australia
- 4 Central Shipping Locations (CLS), 5 Sales Call Centers
- Customer Base: Builders / Service Trade / Retail Stores / Commercial / Ecom
 - 160K national brand & private label products; ~100K customers
- Shipping Modes: Ocean / FTL / LTL / Rail / Small Parcel / PoolCorp Fleet

Import ~ 1000 TEUs, 8 Countries, 19 Ports, 14 Ports U.S.

Export ~ 130 TEUs, Mexico, Canada, South America

Brief

- **Imported Products: Tile, Pavers, Travertine, Chemicals, Pool Covers, Maintenance goods, Furniture, Grills.**
- **Long Beach, Savannah, Jacksonville, Houston – top 4 destination ports**
- **Port of New Orleans – Opportunity for PoolCorp**
 - **2016 – 8 containers of travertine, 100% held by Customs.**
 - **2017 – 12 containers of travertine, only 2 held by Customs.**
- **Europe – 13 Sales Centers, independent ERP / Operations (at this time)**

ADAMS AND REESE LLP



Government Relations Economic Development Emergency Response Vessel Acquisition
Vessel Construction Regulatory and Agency Relations Classifications and Establishment
Public Wharfage and Terminal Tariffs Manning Requirements Shipping Act and Jones Act
Foreign Trade Zones Marine Terminal Operator Facility Agreements and Regulations CERCLA
Oil Pollution Maritime Liens Stevedoring Cargo Storage Agreements Customs' Brokerage
International Freight Forwarder Regulations Cargo and Vessel Seizures Maritime Liens
Global Lines of Credit Cargo and Warehouseman Liens Public Private Partnerships
Products Liability Salvage Limitation of Liability Marine and Energy Insurance Coverage
Contractual/Master Service Agreement Disputes Claims for Oil Pollution Charter Parties
Oil Well Liens Financing Agreements Federal Compensation Claims (USL&H)



Roundtable Topics

- **Government Compliance /Customs Trends**
- **Domestic Distribution Trends**
- **Business Intelligence - TMS / ACE / Shipment tracking**
- **Carrier Alliances and Related Contractual Issues**
- **E-Commerce**