

March 7, 2019

Dear valued customer,

We recently were the lowest bidder for the Chlorine ton container business, our recent bid price showed a 33% increase from the awarded bid price of 4 years ago. Approximately 5 years ago a consolidation of the chlorine market caused a steady increase on the price of chlorine, almost 4 times the increase that JCI has had to pass on to GLWA. Those documents have been provided to the GLWA chlorine purchasing agents.

As the price of transportation, wages, health insurance, and chlorine have all increased JCI Jones Chemicals, Inc. has done its best to provide GLWA with a better than fair market price so that the costs to the GLWA customers is fair and reasonable, us being one of them.

JCI Jones Chemicals, Inc. provides chlorine throughout the United States, doing business for nearly 90 years. JCI Jones Chemicals, Inc. is the one of largest repackagers of liquid chlorine in the United States and that status comes with providing fair and competitive pricing which is the case with GLWA.

Our company looks forward to supplying your needs with technical support, training seminars, and a service that is just 20 minutes from your facilities. If I can be of any further assistance please feel free to contact me.

Sincerely,

Don Skidmore Jr.

Branch Manager

[734-283-0677](tel:734-283-0677)

[JCI Jones Chemicals, Inc.](#)