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CITY OF COLUMBUS  
PURCHASING DEPARTMENT  
50 W. GAYS STREET  
1ST FLOOR  
COLUMBUS OHIO-43215  
ATTN: MR CHRISTOPHER LORENZ

SIR,

AS PER YOUR REQUEST. THIS LETTER IS TO INFORM THE CITY OF COLUMBUS THAT JUST IN TIME ELECTRONICS WILL NOT BE ABLE TO SUPPLY THE SIEMENS GAS ANALYZER CONTRACT THAT WAS AWARDED JUST IN TIME ELECTRONICS ON PURCHASE ORDER FL004522. THE SITUATION IS AS FOLLOWS, OUR QUOTE WAS GOOD FOR 90 DAYS; THE ORDER WOULD NOT BE PLACED TILL AFTER THIS TIME PERIOD. THE MANUFACTURERS SALES REP TOLD US THAT HE WOULD HONOR THE PRICING. HE KNEW THAT THERE WOULD BE A PRICE INCREASE BEFORE THE ORDER WAS PLACED AND SHIPPED. WE WERE TOLD THAT WE WOULD STILL BE ABLE TO MEET THE PRICE TO THE CITY OF COLUMBUS. AFTER THE FACT SIEMENS CHANGED COURSE AND SAID THEY WOULD NOT HONOR OUR PRICE. THEY GAVE US THE PRICING, AND SAID WE WOULD HAVE TO SUPPLY THE PRODUCT AT THE NEW PRICE. WE WERE IN AN UNTENNABLE SITUATION. MY COMPANY CANNOT AFFORD TO TAKE SUCH A LOSS. THIS IS WHY WE HAVE TO DECLINE THE ORDER. I AM DEEPLY SORRY FOR ANY INCONVENIENCE THIS HAS CAUSED YOU

SINCERELY,  
SANDY FERNANDEZ  
GM.