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This IREM Chicago Industry Partner Spotlight profile features Essential Water Technologies, LLC, (EWT), a women owned specialty chemical, water treatment and facility maintenance supplier offering cost savings solutions to help preserve our clients' equipment assets through excellent service, education, technology, and expertise.

Read more as shared by Lori Hilson Cioromski, President of EWT, "We are proud to offer world class water treatment chemicals, equipment and services or chiller, boiler, and closed loop systems along with a vast variety of EPA approved disinfectants and sanitation cleaning products for our clients' facilities.

Providing sustainable, cost saving solutions for water treatment while protecting our world's greatest resource – water – was a personal core value for me. Thus, I founded Essential Water Technologies in June of 2011, knowing we provide a high level of service to the water treatment industry.

My goal is to demonstrate why our clients should choose EWT as their water treatment chemical and service supplier for the chillers and boilers in their facility, this is demonstrated in the following way:

- EWT Conducts on site survey's
- Provides Strong RIO
- Communicates and Documents critical service reports with key relationships
- Offers training and comprehensive program manuals
- Sustainable Risk Management programs
- Real-time monitoring
- Along with ease of doing business by offering payment terms and local stock of products

We are a strategic small business partner of Ecolab/Nalco and have the following Women's Business Enterprise (WBE) certifications:

- Women's Business Enterprise National Council (WBENC) Women Owned Small Business (WOSB)
- Business Enterprise Program (BEP) Illinois Department of Central Management Services
- City of Chicago
- State of Wisconsin Supplier Diversity Program (in process)

We provide diversity to our clients supply chain along with other potential benefits of working with a Certified WBE such as:

- **Tax Incentives**
  Working with EWT may offer your company various tax benefits. In certain situations, the federal government affords tax incentives to those who conduct business with minority and women-owned businesses.
- **Commitment to Diversity**
  Certified WBE's are among the fastest growing sector of our economy. By working with EWT, you show your company's commitment to diversity.
- **Procurement Opportunities**

As I continue to invest, grow, and build EWT, we are proud to be hiring the next generation of fine young talent that have the same culture and values that are at the core of EWT.
EWT's CORE VALUES:

**W**. WINNING courageously thinking BIG and pursuing excellence

**A**. ACCOUNTABLE pro-actively taking ownership and delivering on commitments

**T**. TRANSPARENT collaborating as a team with our clients and suppliers allows us to exceed expectations

**E.** ETHICAL earning trust, being compassionate and maintaining moral integrity is key to all we do

**R**. RESPECT embracing our differences by providing an inclusive environment inspires distinction

We are excited to be meeting in person, as a team, which was something we couldn't do over the past 2 years and look forward to seeing what 2022 brings! We have a great team and are optimistic about the future.

Our people are top-notch…. Our CFO Walter and Office Manager Nichole did an outstanding job of converting to a new software platform. If anyone has been through this, as I'm sure many have, it is a very time consuming and stressful situation. The results are well worth the pain it took to get through it. Our Intern, Haley, put together step by step manuals to help the team navigate their way through our new system. Our VP of Sales Pete takes great care of our clients and has successfully trained our newest Tech Service Rep, Rachael, who already landed 2 new accounts! Way to go team!

I am so grateful to have been awarded the Crain's "Notable Entrepreneurs", be a recipient of the "Enterprising Women on the Year" and having been inducted into UIC's "Chicago Area Entrepreneurship Hall of Fame". I believe these awards were given because we never stop looking for ways to improve and to be of greater service to our clients."