

From: [Leynes, Leo](#)
To: [Matt Dobecka](#);
CC: [Young, Gary](#); [Collins, Jeff](#);
Subject: Culverts and Bands, Steel, IFB 07112-07
Date: Thursday, February 05, 2009 9:25:11 AM
Attachments: [Collin Cty.pdf](#)

Dear Mr. Dobecka:

Thank you for your inquiry dated January 22, 2009 regarding price concessions. The price increase awarded CONTECH was a 14% price increase October 1, 2008. However, as documented in the letter dated May 19, 2008 requesting the price increase, CONTECH had incurred an over 30% raw material price increase over the prior year. CONTECH absorbed a significant portion of that raw material price increase in order to retain the Collin County annual bids.

CONTECH has received a slight reduction in raw material from our suppliers over the last couple months, and is therefore able to pass on a 5% reduction in pricing.

Thank you for your continued annual bid of CMP business.

Regards,
Gary Young
Regional Sales Rep

c/o Leo Leynes

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CONTECH Construction Products Inc.