



50 Schilling Road  
Hunt Valley, MD 21031  
410-584-9800

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September 2, 2010

Sara Hoglund, CPPB  
Collin County Purchasing Department  
2300 Bloomdale  
Suite 3160  
McKinney, TX 75071

Re: Armored Car Service  
Bid 04575-09

Dear Sara,

At Dunbar Armored, we are committed to delivering the highest quality in secure armored transportation and cash management services using the very latest technologies to provide superior value and maximum cost efficiency. We adhere to strict security controls, maintain a constant state of readiness and carry the industry's most comprehensive "All-Risk" cargo insurance to fully protect shipments in our custody. We also do our very best to maintain fair pricing for our services by controlling our expenses and continually investing in new, more secure and efficient technologies.

However, like all businesses, we face the rising costs associated with being in our industry. Recent losses among armored car companies have caused a significant elevation in our premiums for cargo insurance. The cost of providing group healthcare for our employees continues to steadily escalate. And, our operating expenses have risen substantially due to costly compliance with cumbersome state and federal regulatory requirements. So, although we have been successful in controlling losses through proven security systems and advanced package tracking technologies, we nevertheless remain impacted by cost escalations outside of our control. When added together, these increasing cost factors mean that we must adjust our pricing to continue providing the high level of security that you both expect and deserve in shipping valuable cargo.

Therefore, we request an increase of 2% effective October 1, 2010. This increase is based on the 12-month change in the CPI for All Urban Consumers in the Texas region. (2009 the rate was 8.82. 2010 the rate is 10.99).

We appreciate your understanding in this matter and look forward to providing you with the most secure, reliable and efficient service available – customized to meet your special needs.

Sincerely,