

## Sara Hogleund

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**From:** Rosemary Ayala [Rosemary.Ayala@dunbararm.com]  
**Sent:** Tuesday, September 28, 2010 8:59 AM  
**To:** Sara Hogleund  
**Subject:** RE: Collin County  
**Attachments:** Renewal Letter 2010.doc

Sara, the rate increase is based on more than rising fuel costs.

Please refer to the attached justification letter.

Factors also include rising insurance premiums, as well as employee wages and benefit costs.

Additional factors include increasing tax rates, licensing costs, etc.

The 2% rate increase requested is below our standard increase level which is currently more than 3%.

Rosemary

Rosemary Ayala  
Bid Administration Manager  
Government Accounts Manager  
Dunbar Armored, Inc.  
50 Schilling Road  
Hunt Valley, MD 21031  
P: (800) 888-2129, Ext. 1906  
F: (410) 229-1907  
E: [rosemary.ayala@dunbararm.com](mailto:rosemary.ayala@dunbararm.com)  
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**From:** Sara Hogleund [mailto:shogleund@co.collin.tx.us]  
**Sent:** Tuesday, September 28, 2010 9:38 AM  
**To:** Rosemary Ayala  
**Subject:** RE: Collin County

Rosemary –  
Besides the CPI index can you provide documentation that your fuel cost has gone up 2%?

Thanks

Sara Hogleund, CPPB  
Contract Administrator  
Collin County, TX  
972-548-4104

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**From:** Rosemary Ayala [mailto:Rosemary.Ayala@dunbararm.com]  
**Sent:** Tuesday, September 21, 2010 11:38 AM  
**To:** Sara Hogleund  
**Subject:** RE: Collin County

Sara-  
That would be correct – 2%.

Rosemary Ayala

Bid Administration Manager  
Government Accounts Manager  
Dunbar Armored, Inc.  
50 Schilling Road  
Hunt Valley, MD 21031  
P: (800) 888-2129, Ext. 1906  
F: (410) 229-1907  
E: [rosemary.ayala@dunbararm.com](mailto:rosemary.ayala@dunbararm.com)  
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**From:** Sara Hogleund [mailto:shogleund@co.collin.tx.us]  
**Sent:** Tuesday, September 21, 2010 12:34 PM  
**To:** Rosemary Ayala  
**Subject:** RE: Collin County

Rosemary –

Would it be an additional 2% of the \$4,304.08 with no additional fuel surcharges for a total of \$4,390.16 per month?

Existing rates:

04575-09-1-01	McKinney - UDCF - CSCD Suite 210	376.64
04575-09-1-02	McKinney - Sheriff's Office	376.64
04575-09-1-03	McKinney - Animal Shelter	376.64
04575-09-1-04	McKinney - Health Care	376.64
04575-09-1-05	Plano - 920 E. Park - Tax Assessor Suite 100	154
04575-09-1-06	Plano - 920 E. Park - Constable #3 Suite 230	154
04575-09-1-07	Plano - 920 E. Park - JP 3-2 Suite 210	154
04575-09-1-08	Plano - 920 E. Park - JP 3-1 Suite 220	154
04575-09-1-09	Plano - 900 E. Park - County Clerk Suite 140C	154
04575-09-1-10	Plano - 900 E. Park - District Clerk Suite 140A Plano - 900 E. Park - Juvenile Probation Suite	154
04575-09-1-11	210	154
04575-09-1-12	Plano - 900 E. Park - CSCD Suite 200 Frisco - 8585 John Wesley - Constable #4 Suite	154
04575-09-1-13	100	235.4
04575-09-1-14	Frisco - 8585 John Wesley - JP-4 Suite 130	235.4
04575-09-1-15	Frisco - Tax Office McKinney - Collin County Courthouse District	376.64
04575-09-1-16	Clerk	359.04
04575-09-1-17	McKinney - Collin County Administration Building	359.04
		4304.08

Sara Hogleund, CPPB  
Contract Administrator  
Collin County, TX  
972-548-4104

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**From:** Rosemary Ayala [mailto:Rosemary.Ayala@dunbararm.com]  
**Sent:** Tuesday, September 21, 2010 10:52 AM



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,