



Ecolab Inc

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Wayne Moeller
Director Government Sales

January 15, 2009

Collin County
Rachael Warren, Purchasing Department
200 S. McDonald St, Suite #230
McKinney, TX 75069

**RE: IFB NO. 06101-06
DETERGENTS/CHEMICALS/DISPENSERS**

Dear Ms. Warren:

The economic changes over the past several months have been dramatic. In addition to fuel costs which rose dramatically and now have declined dramatically there have also been unprecedented increases in chemical raw materials which continue to rise at alarming rates (documentation attached). The price adjustment we requested in October was based on a combination of all these factors. Understanding that we also have a responsibility to control your costs especially during these uncertain times, Ecolab will decrease your pricing by 1.2% effective February 1, 2009 and we will hold this pricing for the remainder of 2009.

It is in the best interest of Ecolab to also cultivate a positive relationship with our customers and I believe we are demonstrating our interest during these uncertain times.

Sincerely,

Wayne Moeller
Director Government Sales
Ecolab Inc.