



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

July 6, 2012

Via E-mail kaminskd@co.fort-bend.tx.us

Debbie Kaminski
Fort Bend County

Re: Fort Bend County B12-003
Term Contract for Armored Car Services

Dear Ms. Kaminski,

Thank you for your letter of June 26 regarding the above-referenced contract. Dunbar Armored would be pleased to renew this contract. Under the contract terms, Paragraph 4.0, Dunbar Clarifications, we hereby request a CPI increase of 1.6%.

This increase is needed to offset rising industry costs. For example, escalating new state and federal government regulations increase our operating costs through stricter emission controls and increasing workers compensations costs driven by spiraling health care costs.

Additionally the insurance premium market is hardening due to the elevation of industry claims and heightened risk in the security industry as a result of current market conditions. These conditions have resulted in increased costs for the cargo and general liability insurance required to provide the level of coverage and security that you both expect and deserve.

Our goal is always to provide Dunbar customers with the most secure, reliable and efficient service available, both now and in the future. We truly appreciate your understanding in this matter and look forward to continuing to provide the County with the high level of service that you have come to expect from Dunbar Armored.

Sincerely,

A handwritten signature in black ink, appearing to read "Russell E. Daniels".

Russell E. Daniels
Executive Vice President.

**Fort Bend County Tabulation
Bid 12-003
Term Contract for Armored Car Service**

Term: 1 October 2011 through 30 September 2012

Awarded 8/23/11: Dunbar Armored, Inc.

Description	Lawson #	Dunbar Armored
All locations as listed per month	7817	\$11,097.00
As Needed locations (price per pickup):	8780	\$25.00