



The Most Trusted Name in Security

50 Schilling Road
Hunt Valley, MD 21031-1424
(410) 584-9800
(800) 888-2129

September 4, 2018

Ft. Bend County Purchasing Department
301 Jackson Street, Suite 201
Richmond, TX 77469

Dear Customer,

At Dunbar, we are pleased to safeguard your valuables in-transit with a team of the highest quality armored car and cash vault service professionals ready to take on the risks of securely transporting and processing your bank deposits. A team that also helps to ensure the safety of your workplace.

From hiring expenses and escalating wages nationwide to rising employee healthcare benefit costs; our labor expenses have increased significantly. Today, we are particularly hard hit by the ever-increasing costs associated with employing highly-qualified security professionals in a competitive market that has grown ever tighter for their experience, knowledge and skills. When added together with the other rising expenses that our business must absorb due to government regulations that place guidelines on our industry and the escalation of insurance premium costs, we must increase our rates.

Therefore, effective October 1, 2018, the following rate increase will be reflected on your monthly service invoice: **a \$2.25 per trip increase. Making the new standard monthly rate at \$12,876.38**

<u>Current Monthly Rate</u>	<u>.4% increase</u>	<u>2019 Monthly Rate</u>
\$12,826.86 Monday-Friday	\$49.52/mo.	\$12,876.38 Monday-Friday
22 days of service per month at \$583.04		22 days of service per month at \$585.29
\$583.04 X 22 days = \$12,826.86		\$585.29 X 22 = \$12,876.38

As always, our goal is to provide you with the most secure, reliable and efficient service available- tailored to meet your special needs. We appreciate your understanding and look forward to continuing to deliver the high level of security that you both expect and deserve.

Sincerely,

Kevin Cleary
Vice President Bid Administration and Risk Management

**Fort Bend County Tabulation
Bid 17-007
Armored Car Service**

Term: 1 October 2016 through 30 September 2017

Awarded 9.27.16: Dunbar Armored Inc.

***Amended 6.27.17**

Description	Lawson #	Dunbar Armored	Form 1295
*Bid Price per Month for All Locations as listed	7817	*\$ 12,826.86	Yes
Bid Price per Pickup for As Needed Locations	8780	\$ 26.29	