



October 14, 2008

Williamson County Purchasing Department
Attn.: Barry Becker
301 SE Innerloop, Suite 106
Georgetown, Texas 78626

Re: Road Signs & Markings #09WCA028

Ms. Becker:

As we discussed in July, with steel prices escalating in an unprecedented and unforeseen manner, not to mention transportation costs, we will not be able to hold the contract price of \$ 15.25 each for the 12 foot galvanized 2 3/8" OD posts.

When we submitted the price of \$ 15.25 each back in May, the April Federal Producer Price Index was at 171.7 for Hot Rolled Steel. Since April it has risen to 236.9 for the last report in August. I have discussed the issue with the manufacturer and we believe that the market has stabilized enough to offer you a new price for the coming quarter and hopefully for the remainder of the contract.

We are submitting a request that the new price for the 12 foot galvanized 2 3/8" OD sign posts be increased to \$ 17.75 each. I am certainly sorry for any inconveniences this issue has caused, but I assure you we have never seen anything like this in our industry in the memorable past. It is a pleasure working with Williamson County and I hope this relationship will continue into the future.

Sincerely,

A handwritten signature in black ink, appearing to read 'Rick Brushaber', is written over the word 'Sincerely,'.

Rick Brushaber
General Manager

SafeLane Traffic Supply, LLC

Phone (512) 847-0443 • Fax (512) 847-0021

P.O. Box 827 Wimberley, Texas 78676 • www.safelanetraffic.com

Tuesday, February 24, 2009

Rick Brushaber
Safelane Traffic Supply
PO Box 827
78676 Wimberly
TX

Dear Rick,

I am writing this in reference to your request for a price break from our current pricing on signpost. Realizing that the price index has gone down it makes sense that the price of the post would also have some downward adjustment. Given that steel is bought as a future we are still manufacturing at a higher rate on steel. We also had not caught upon our pricing with the uptick that occurred so quickly. Given all these factors and the volatility of the market we feel there is not enough relief to lower our prices. Call me if you would like to discuss further. Thanks.

Sincerely Yours



Ron Kress
Traffic Specialist
Allied Tube & Conduit



Databases, Tables & Calculators by Subject

FONT SIZE:

Change Output
Options:From: To: ☐ Include graphs NEW![More Formatting Options](#)

Data extracted on: February 5, 2009 (10:52:24 AM)

Producer Price Index Industry Data

Series Id: PCU3311113311115

Industry: Iron and steel mills

Product: Hot rolled steel sheet and strip, including tin mill products

Base Date: 198206

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
1998	121.3	120.5	119.8	119.7	119.2	119.4	119.9	119.1	118.0	115.4	115.0	114.0	118.4
1999	112.0	111.3	111.6	110.9	109.5	110.6	109.1	109.0	109.0	109.9	109.6	110.7	110.3
2000	111.7	112.6	113.2	114.0	113.5	114.0	113.4	112.1	111.1	110.4	108.8	107.9	111.9
2001	105.8	104.3	103.8	103.1	103.0	102.0	101.5	101.4	100.9	99.9	99.7	98.9	102.0
2002	98.8	99.0	101.6	102.4	105.0	106.9	109.2	112.0	116.7	117.9	118.0	117.4	108.7
2003	116.0	115.8	114.3	113.3	111.7	110.9	110.1	108.9	109.1	110.4	110.7	111.2	111.9
2004	111.6	114.7	117.3	122.1	129.3	125.7	129.9	133.4	135.5	136.8	143.1	143.1	128.6
2005	148.1	146.8	137.3	135.7	123.7	114.6	110.5	101.7	108.1	113.9	122.1	123.3	123.8
2006	131.9	130.1	130.0	130.7	133.0	139.3	147.0	149.4	151.7	150.2	131.1	133.5	138.2
2007	135.1	134.8	136.3	141.0	141.3	137.6	137.3	135.6	131.9	133.3	135.8	136.2	136.4
2008	138.6	143.7	158.8	171.7	193.7	226.1	233.8	235.0	225.3(p)		176.8(p)	134.1(p)	

p : Preliminary. All indexes are subject to revision four months after original publication.

[Quick Links](#)