

From: JOHN MCCARTHY [mailto:john@rsmlighting.com]
Sent: Wednesday, June 02, 2010 3:27 PM
To: Patrick Strittmatter; Joe Latteo
Subject: Lighting For Four Williamson County Facilities

Gentlemen:

I am writing to confirm that we will stand behind the bid submitted to you on May 12. We have checked our material prices, labor rates, and labor estimates and are confident that we can complete the project in a timely manner with little financial risk.

As I stated in our phone conversation I had not provided the bonding price in the bid because it was not requested as a separate line item, and could not logically be folded into the line item schedule of prices, which per contract are only estimates. The notes state that a performance bond will be needed if the vendor bid amount is over \$50,000, but does not state in that section or any other that it should be added to the bid price. I have submitted numerous bids that specified a requirement for a performance bond – but did not include the bond in the bid price as a line item or in the total. My bonding company has advised me that the performance bond will cost 3% of the total, or \$2,119. I show the bid at \$70,626.50, per your extended cost corrections.

I look forward to working with you on this project.

All the best,

John McCarthy
RSM Commercial Lighting and Electrical
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(512)272-5000