

May 8, 2019

J.H. Edmonds, P.E.  
Director of Engineering Services  
P.O. Box 9277  
City of Corpus Christi  
Corpus Christi, TX 78469-9277



Re: Frost Bank Emergency Generator  
Replacement – H17002  
2406 Leopard Street  
Corpus Christi, TX 78408

Dear Mr. Edmonds,

After reviewing the bids for the Frost Generator Replacement received on May 1, 2019. The lowest bid was submitted by Austin Generator Service from Austin, Texas in the amount of \$474,765.52. The second lowest bid was submitted by Mako Contracting LLC from Corpus Christi, Texas in the amount of \$624,338.24.

Upon farther review of the proposals and bid documents received, it appears that the lowest bid from Austin Generator Service is not noting 20% of work responsibility. We were hesitant to suggest the lowest bidder until we had a chance to discuss their bid which seemed low. We were able to discuss with the Owner and project manager. They stood behind their bid. They checked their proposed scope of work and bid again and assured us that they were good with it. Their bid is lower than the others due to their unique connection as a generator dealer. Based on our follow up conversation and their assurances that their number was good, we recommend that Austin Generator Service be rewarded the project in the amount of \$474,765.52.

*Sincerely,*

A handwritten signature in black ink that reads 'Adrian Villalobos'.

Adrian Villalobos  
GPM Engineering