

Karl Beckmann
Beckmann Construction
49 Chamberlain Ave.
Novato, Ca.
94947

Dear Karl,

Thank you for a job well done at 469 Magnolia. It was a difficult job expanding, and restoring, a poorly maintained building that is almost 100 years old while occupied by very demanding tenants. I have been involved with many engineering and construction projects for most of my adult life and I can say without a doubt that this was one of the most challenging.

I feel fortunate to have contracted with Beckmann. It was very helpful to the success of the project to have you as both the Engineer and Contractor. Given the many engineering issues that arose during construction that could not have been anticipated in advance, it worked very well to make on the spot decisions to remedy problems without having to schedule an outside engineer which would have resulted in costly delays.

It also worked well to have a committed, and multi-talented, crew on the job. This approach avoided delays that would have been unavoidable if we had to depend on a stable of sub-contractors for each of the diverse skills needed for this job. As one of the City Engineers told me; " your contractor is doing a good job under difficult conditions. You are lucky to have him doing the work."

A building owner may be reluctant to contract on a time and material basis for a complex and extended duration job. However, the alternative is to risk a padded bid to protect the contractor from risk and uncertainty. Even then a succession of change orders often results from the discovery of changed conditions or scope changes. In a perfect world, I would prefer a fixed bid but when that is not a realistic option, as was the case with this job, then you must have a contractor that you can trust. When I first contracted with you 2-3 years ago for some engineering work and a few minor construction jobs I checked your references carefully and all were very positive, This gave me the confidence to work with you on a a time and materials basis. On any job I have given you it has been my experience that you are fair and reasonable on your charges and often go out of your way to provide a least cost solution.

Again thanks for a good job. You may use me as a reference.

I wish you the best.

W. W. Howard
Bill Howard