



Española company wins \$52 million subcontract with Laboratory

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Española-based Performance Maintenance Inc. (PMI) has won a five-year, \$52 million subcontract to provide janitorial services and supplies to Los Alamos National Laboratory, with the award marked by a signing ceremony at PMI's facility May 16 attended by Thom Mason, the Laboratory's director.

"Enhancing opportunities for small businesses like PMI to provide goods and services to the Laboratory is a priority," said Mason. "The Laboratory needs to partner with regional companies to carry out our work, and there's also an important economic benefit to Northern New Mexico."

The subcontract, which has a three-year base period with options for two additional one-year terms, was awarded to PMI and its lower tier subcontractors Tsay Professional Services based in Ohkay Owingeh, NM, and Kleen Tech Services Corporation from Denver, CO, after a competitive bid process.

The Laboratory recently increased from 5 percent to 10 percent the local preference available to businesses based in the seven counties surrounding the Laboratory (with an additional preference for qualifying pueblo businesses).

"We've found that suppliers from Northern New Mexico are responsive and deliver great service, so the recently-increased local preference we've adopted works for the Laboratory and boosts the regional economy," says LeAnne Stribley, the Laboratory's associate laboratory director for business management.

The signing took place at PMI's facility in Española.

A quarter century of growth

Established in 1994 by Eric and Celina Quintana from their home, PMI now employs more than 160 people and takes an environmentally friendly approach to its janitorial services, producing its own line of green-certified cleaning products.

"We've had smaller Laboratory subcontracts since 2009, and as the company has grown we're grateful for the help we've received from Lab's Small Business Program Office, as well as the Regional Development Corporation and the New Mexico Small Business Development Center," says Eric Quintana, chief executive officer of PMI.

"PMI and their subcontractors will be providing janitorial services, keeping the hundreds of Laboratory-owned buildings clean," says Stribley. "The Laboratory couldn't function for long without keeping its facilities in good condition, so PMI is doing important work."

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