



QUAL-ECON U.S.A. INC.

Commercial Cleaning Technicians

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Wednesday, June 12, 2019

To: Ron Korman
City of Sparks
431 Prater Way
Sparks, Nevada 89431

Regarding: City of Sparks Janitorial Services Joinder with Washoe County Bid ITB 3058-19

Dear Mr. Korman,

First, allow me to thank you for being such loyal and consistent customer to Qual-Econ USA all these years. Your satisfaction is very important to us and I hope we have been successful in providing you with an excellent customer service.

Our efforts in maintaining excellent service at a low price has become very challenging. As you know, we have not raised the prices of our services for the last 6+ years despite the continuous rise in service expenses. With the fast climbing cost of living, competitive salaries and the 35% tariffs price increase since September 2018, has forced us to increase our prices as well.

Our prices are in accordance with the specifications on current High Security contract with Washoe County under the Janitorial Services ITB 3058-19 award

The increase breakdown is as follow:

LOCATION	FY 2020	FY 2021
CITY HALL	\$3,215.39	\$3,697.70
HUMAN RESOURCES	\$80.39	\$92.45
CITY ATTORNEY=	\$162.89	\$187.32
POLICE DEPT	\$3,187.89	\$3,666.07
CITY GARAGE	\$158.48	\$182.25
POLICE DEPT GARAGE	\$382.89	\$440.32
MAINTENANCE OFFICE	\$256.39	\$294.85
LARRY D JOHNSON	\$800.88	\$921.01
MUNICIPAL COURT	\$767.88	\$883.06
REC CENTER GYM	\$575.39	\$661.70
REC CENTER OFFICES	\$355.39	\$408.70
ALF SORENSEN	\$2,816.00	\$3,238.40
TMWRF	\$2,821.50	\$3,244.73
MUSEUM	\$352.00	\$404.80
TOTAL PER MONTH	\$15,933.34	\$18,323.34

Upon your approval, we would like to implement the new price effective July 1, 2019

We look forward to your understanding in the process and hope to continue being in business with you in more years to come.

Sincerely,



Leticia Harris
General Manager