



Massachusetts Higher Education Consortium  
505 East Pleasant Street  
Amherst, MA 01003-9242

MC10-G03

03/01/2010 through 02/28/2013

Joan Miller  
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FAX: (413) 577-0692

**Please distribute to**

Facilities  
Housing

**Electric Motors, Pumps,  
Compressors & Controls**

**Addenda**

Changes to this contract will be listed here, if they occur. Contact information changes do NOT require Addenda. To view up-to-date contact information, go to [www.mhec.net](http://www.mhec.net), select Search button. Next page to view the contract.



## Contract Notes

### MC10-G03 Electric Motors, Pumps, Compressors & Controls

#### General Notes on the Contract

- NEW CONTRACT PERIOD: This contract is for a period of three (3) years commencing March 01, 2010 & expires 2/28/2013.
- BID PROCESS: 18 bidders showed interest in participating in this years bid which was posted October 20, 2009. 11 bids received on November 13, 2009. 10 Vendors are being awarded.
- BRANDS: 62 Brands being offered
- NO AWARD: Allied Electronic - Had to disqualify this vendor based on the fact that their bid documents were incomplete.

#### MEMBER CONTRACT INSTRUCTIONS

- Each purchase order issued against the contract should be marked, "MHEC CONSORTIUM CONTRACT - MC10-G03. In addition, when speaking to any contract vendor identify yourselves as an MHEC member.
- Orders may be phoned in to the vendor of your choice if confirming orders are authorized by your school. All phone orders must be confirmed in writing and clearly marked, "CONFIRMATION-DO NOT DUPLICATE."
- Use of the contract is left to the discretion of each respective school. No guarantee of volume has been made to the vendors.
- Various types of purchase orders may be issued against the contract, with no dollar limit, by each respective school, at their discretion, for their requirements as they occur. Some schools may use "telephoned orders" and procurement credit cards instead of hardcopy orders.
- If you have any questions pertaining to the use of this contract, please call the respective vendor in question.
- Contact the vendors directly to request literature and price lists. Upon request, vendors will supply individual written quotes based on the terms of their individual contract, i.e., if pricing is based on a discount off list, the quote will show current list, contract discount and net price. If based on a markup over dealer net, it will show dealer net, contract markup and MHEC net price.
- All Net prices, Discounts and Markups shall remain firm throughout the term of the contract.
- Promotional prices and volume discount prices may be available at the time of your purchase. Inquire of each vendor if such promotions are available.
- Some contract vendors listed herein, have agreed to extend their MHEC prices/discounts to the faculty, staff and students of the MHEC member institutions. It shall be clearly understood that any such purchase may only be made by a member of the faculty, staff or student body who can produce appropriate and acceptable school identification; that the person shall be an end-user for educational-research purposes; that payment shall be made in cash upon ordering or as required by the respective vendor; that any such purchase shall be subject to applicable taxes, and that the MHEC and its member institutions shall accept no responsibility for ordering, receiving, payment, or collections.
- MHEC contract information is available to members on the web at <http://www.mhec.net>.

#### Product Categories - Use this list to search the Web under Product Categories

Compressors & Parts, Controls, HVAC Equipment & Parts, Motor, Electric & Parts, Pumps, Gas & Electric

#### Web Page Search Instructions link:

[http://www.mhec.net/pdf/search\\_instructions/SearchInstructions.pdf](http://www.mhec.net/pdf/search_instructions/SearchInstructions.pdf)

If you would like assistance with the web locating product or training at your campus please contact Joan Miller (413) 577-3550 and I will be more than happy to assist you!

#### Special Notes on Individual Vendors

**Capp/USA** Extends their contract offer to all of New England. FOB is destination, freight included. There is no minimum order. Will offer deeper discounts for large quantities.



<b>Carrier Corp.</b>	Extends their contract offer to all of New England. FOB is origin with freight included. There is no minimum order. Offers payment terms of 1.25%/10 Net 30 Days. Additional services provided with labor and material proposals would include energy savings analysis, acquisition of ARRA, federal, state, utility and MTC incentives to lower cost of MHEC member purchases. Carrier has been awarded labor this year which has been a request from many member schools. Capp USA is on contract the Carrier brand but for small commodity materials only.
<b>Delta Electro Power Inc.</b>	New vendor, family owned - small business, located in Cranston, RI and Fairhaven , MA. Minimum order \$100. 15% restocking fees.
<b>ENE Systems, Inc.</b>	Extends their offer to Massachusetts, New Hampshire and Rhode Island only. FOB is Origin with freight included. There is no minimum order. Offers .55% discount for achieving high sales volumes. 20% restocking charges on special orders only.
<b>First Electric Motor Service Inc.</b>	Back on contract from 2007. Small business based out of Woburn, MA. Full service electro/mechanical shops in Woburn & Worcester, MA. \$25 minimum order. 24/7 emergency parts and service, Nstar, Ngrid, and MotorUp Rebates. 25% restocking charges and no returns on custom orders. Will not charge freight for local deliveries.
<b>FW Webb Company</b>	Extends their offer to all of New England and has 24 locations in Massachusetts. FOB is Destination with freight included for all standard orders. There is no minimum order.
<b>Hampden/Zimmerman Electric/EW-USES I</b>	Extends their offer to all of New England. Stocking warehouses: Springfield, MA; Wilmington, MA; Boston, MA; Northampton, MA; Middletown, CT. FOB is Destination with freight included. There is no minimum order.
<b>Johnstone Supply of Braintree/KMF Supply, Inc.</b>	New on contract this year. Based out of Braintree, MA and is a small business. Most recently has been awarded A01-Appliances as well. Offers quantity cost breaks on some products but not all. \$25 minimum order. Will offer a 1% discount on orders processed electronically. CT, ME, Northern NH & VT will be charged freight only. No freight on orders less than 50 lbs.
<b>Scales Industrial Technologies, Inc.</b>	Back on contract from 2007. Small business with an office located in Meriden, CT. Offers an additional 5% discount on quantities over five.
<b>Tunstall Associates, Inc.</b>	Small business based in Chicopee, MA. There is a \$100 minimum order. 25% restocking fee.
<b>New on Contract</b>	<b>No Longer on Contract</b>
Delta Electro Power Inc. First Electric Motor Service Inc. Johnstone Supply of Braintree/KMF Supply, Inc. Scales Industrial Technologies, Inc.	Allied Electronics, Inc. Hofmann Water Technologies, Inc. Kenyon-Barstow Company, LLC



## MC10-G03

Electric Motors, Pumps, Compressors & Controls

Contract Duration from 03/01/2010 through 02/28/2013

### Instructions and Information pertaining to the use of this contract

- 1 Upon request, vendors shall furnish and distribute sufficient copies of their current catalog(s) and/or price list(s), for lines awarded, if applicable, to all the members of the MHEC. We encourage you to create a web page exclusive to our membership for MHEC contract pricing.
- 2 All Net prices, Discounts and Markups shall remain firm throughout the term of the contract.
- 3 Promotional prices and volume discount prices may be available at the time of your purchase.
- 4 Catalogues and price lists may be subject to periodic price adjustments, if applicable, but the discounts will remain fixed throughout the term of the contract. Price increases must be justified by the National Wholesale Price Index or by a manufacturer's increase which is beyond the control of the dealer. Such increases must be approved by the Contracts Coordinator of the MHEC before they are sent out to the membership.
- 5 Upon request, vendors will supply individual written quotes based on the terms of their individual contract, i.e., if pricing is based on a discount off list, the quote will show current list, contract discount and net price. If based on a markup over dealer net, it will show dealer net, contract markup and MHEC net price.
- 6 Various types of purchase orders may be issued against the contract, with no dollar limit, by each respective school, at their discretion, for their requirements as they occur. Some schools may use "telephoned orders" and Procurement credit cards instead of hardcopy orders.
- 7 The vendor will ship and bill the material requested on each purchase order directly to the respective school. Substitutions will not be allowed without the consent of the ordering department.
- 8 Vendor agrees to indemnify and hold the MHEC member institutions harmless against any claim, suits or judgments by any purchasers against any member institution arising out of the purchase of the goods furnished. Vendor will replace any defective or incorrectly furnished goods.
- 9 The contract award will be published to all the members of the Consortium. Use of the contract will be left to the discretion of each respective member. The MHEC is a broad based membership of public and private higher education institutions and other agencies. Some may have existing contracts that will remain in effect until they end. Future participation is optional and remains the choice of the member.
- 10 In Massachusetts, in accordance with Chapter 29, Section 29C and State Regulation 815 CMR 4.03, standard payment terms for state institutions are Net 30 Days, with interest assessable only after 45 days. 10A. Note any rules which may apply in other New England states.
- 11 Nondiscrimination of Employment and Affirmative Action: The Contractor shall not discriminate against any qualified employee or applicant for employment because of race, color, national origin, ancestry, age, sex, religion, physical or mental handicap, or sexual orientation. The Contractor agrees to comply with all applicable Federal and State statutes, rules and regulations prohibiting discrimination in employment including but not limited to: Title VII of the Civil Rights Act of 1964; the Age Discrimination in Employment Act of 1967; Section 504 of



the  
Rehabilitation Act of 1973; the Americans with Disabilities Act of 1990; M.G.L. C.151B and  
151C. 11a Federal Law: Note any additions for other New England States.

- 12 Force Majeure: Neither party shall be liable to the other or be deemed to be in breach of this contract for any failure, delay or in rendering performance hereunder arising out of conditions beyond its reasonable control, and without its fault or negligence. Such conditions shall include, but not be limited to acts of God, Government restrictions, acts of terrorism, war, fires, floods, epidemics, quarantine restrictions, strikes and weather of terrorism, war, fires, floods, epidemics, quarantine restrictions, strikes and weather.
- 13 If vendor is performing any labor this applies to you - Wage Rates: Please visit each States' Department of Labor and Development referencing details or Prevailing Wage Rates and how they are to be paid on State Jobs and how payroll records are to be maintained. These rates will hold for the life of the Contract per the AG, Division of Occupational Safety. Note that several of our schools are public and it is the vendor's responsibility to follow the wage rate guidelines if necessary.

MA: <http://www.mass.gov/?pageID=elwdagencylanding&L=4&L0=Home&L1=Workers+and+Unions&L2=Wage+and+Employment+Related+Programs&L3=Prevailing+Wage+Program&sid=Elwd>

CT : <http://www.ctdol.state.ct.us/wgwkstnd/wgemenu.htm>

RI : <http://www.dlt.ri.gov/pw/>

VT : <http://www.vtlmi.info/occupation.cfm>

ME: [http://www.maine.gov/labor/labor\\_laws/wagehour.html](http://www.maine.gov/labor/labor_laws/wagehour.html)

NH: <http://www.labor.state.nh.us/>

State schools may require the successful contractor to sign a Contract for Services Form similar to the UMass/Amherst form - [http://www.umass.edu/procurement/Fill-In\\_Forms/formindex.htm](http://www.umass.edu/procurement/Fill-In_Forms/formindex.htm).

NOTE: State school members are required to follow Massachusetts General Law Chapter 149, Sections 26 and 27. Therefore, installation must be based on paying prescribed wage rates in accordance with the Minimum Wage Rates set forth for the appropriate district.



# MC10-G03

Electric Motors, Pumps, Compressors & Controls

Contract Duration from 03/01/2010 through 02/28/2013

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## Brand and Category Index

### Product Category Key (Use this key for searching on our website)

A	Compressors & Parts
B	Controls
C	HVAC Equipment & Parts
D	Motor, Electric & Parts
E	Pumps, Gas & Electric

<u>Brand Name</u>	<u>Product Category</u>	<u>Vendor</u>	<u>Page</u>
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Brand Count: 62



## Warranty Key

<i>A</i>	1 Year
<i>B</i>	1 Year Limited
<i>C</i>	12 months
<i>D</i>	18 Months
<i>E</i>	2 Years
<i>F</i>	2 Years Limited
<i>G</i>	3 Years Limited
<i>H</i>	5 Years Limited
<i>I</i>	90 Days
<i>J</i>	Manufacturer



# 1 Capp/USA

<u>Address</u> 304 Newbury Street PMB#495 Boston, MA 02115	<u>Contact</u> Eric Stankiewicz
<u>Email</u> estan@cappusa.com	<u>Phone</u> 800-356-8000
<u>Web</u> www.cappusa.com	<u>Tollfree</u> 800-356-8000
	<u>Fax</u> 866-271-2901
	<u>FEI #</u> 231412101

Capp/USA offers the following brands at various discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	Factory policy applies on Non stock items, Stock items No Restocking Fee
<u>Major Credit Cards</u>	Visa, M/C & Amex
<u>Delivery</u>	Stock 2-3 days-Non Stock, varies per factory
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Destination
<u>Freight</u>	Included
<u>Minimum Order</u>	None
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
CT				
MA				
ME				
NH				
RI				
VT				

## Remit

Accounts Payable  
P.O. Box 127  
201 Marple Ave  
Clifton Heights, PA 19018  
Phone: 610-394-1173  
TollFree: 800-356-8000  
Fax: 800-237-3292

<b>Brand: Allen Bradley</b>		<b>Warranty</b>
Motor, Electric & Parts	Switchs-Instruments	A 15% Discount off List
<b>Brand: Asco</b>		<b>Warranty</b>
Pumps, Gas & Electric	Redhat-HVAC Controls	A 20% Discount off List
<b>Brand: Belimo</b>		<b>Warranty</b>
HVAC Equipment & Parts	Air Controls-HVAC Controls	A 55% Discount off List
<b>Brand: Bell &amp; Gossett</b>		<b>Warranty</b>
Pumps, Gas & Electric	Process-HVAC Controls	A 40% Discount off List
<b>Brand: Carrier</b>		<b>Warranty</b>
HVAC Equipment & Parts	Totaline-HVAC Controls	A 35% Discount off List
<b>Brand: Cleaver Brooks</b>		<b>Warranty</b>
Pumps, Gas & Electric	Boiler Controls-HVAC Controls	A 2% Discount off List
<b>Brand: Dwyer/Mercoid</b>		<b>Warranty</b>
Motor, Electric & Parts	Switchs-Instruments	A 8% Discount off List



**Contract # MC10-G03**  
03/01/2010 through 02/28/2013

**Capp/USA**

<b>Brand: Fireye</b>		Warranty		
Pumps, Gas & Electric	FSG-HVAC Controls	A	40%	Discount off List
<b>Brand: Honeywell</b>		Warranty		
HVAC Equipment & Parts	Residential-HVAC Controls	E	63%	Discount off List
Motor, Electric & Parts	IAC-Instruments	E	3%	Discount off List
<b>Brand: Invensys</b>		Warranty		
HVAC Equipment & Parts	Controline-HVAC Controls	A	65%	Discount off List
<b>Brand: Johnson</b>		Warranty		
HVAC Equipment & Parts	CTLS Group-HVAC Controls	A	63%	Discount off List
<b>Brand: McDonnell Miller</b>		Warranty		
Pumps, Gas & Electric	Boiler Controls-HVAC Controls	A	35%	Discount off List
<b>Brand: Powers</b>		Warranty		
Motor, Electric & Parts	Process-HVAC Controls	A	30%	Discount off List
<b>Brand: Quincy</b>		Warranty		
Compressors & Parts	Climate Controls-HVAC Controls	A	15%	Discount off List
<b>Brand: Robertshaw</b>		Warranty		
HVAC Equipment & Parts	Uniline-HVAC Controls	A	62%	Discount off List
<b>Brand: Siemens</b>		Warranty		
HVAC Equipment & Parts	Powers-HVAC Controls	A	65%	Discount off List
<b>Brand: Trane</b>		Warranty		
HVAC Equipment & Parts	Servicefirst-HVAC Controls	A	18%	Discount off List
<b>Brand: Watts</b>		Warranty		
Pumps, Gas & Electric	Boiler Controls-HVAC Controls	A	25%	Discount off List
<b>Brand: White Rodgers</b>		Warranty		
HVAC Equipment & Parts	HVAC Controls	A	56%	Discount off List



## 2 Carrier Corp.

<u>Address</u> 780 Dedham Street Suite 100 Canton, MA 02021	<u>Contact</u> Peter Kazarian
<u>Email</u> peter.kazarian@carrier.utc.com	<u>Phone</u> 781-774-6344
<u>Web</u> www.carrier.utc.com	<u>Tollfree</u>
	<u>Fax</u> 860-660-9860
	<u>FEI #</u> 06099716

Carrier Corp. offers their own brand at discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	Returns are subject to 10% restocking fee, \$50 minimum, special orders no return policy.
<u>Major Credit Cards</u>	Visa, M/C, Amex & Discover
<u>Delivery</u>	Within 3 Days of our receipt
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Origin
<u>Freight</u>	Included
<u>Minimum Order</u>	None
<u>Additional Terms</u>	1.25/10, Net 30 Days

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
<b>CT</b>				
<b>MA</b>				
<b>ME</b>				
<b>NH</b>				
<b>RI</b>				
<b>VT</b>				

### Orders

Joe Williams  
24 Autumn Pond Park  
P.O. Box 751  
Greenland, NH 03840  
Phone: 603-433-6640  
Fax: 603-433-6640  
Email: joseph.williams@carrier.utc.com

### Orders

Peter Kazarian  
780 Dedham Street  
Suite 100  
Canton, MA 02021  
Phone: 781-774-6344  
Fax: 781-774-6398  
Email: peter.kazarian@carrier.utc.com  
MA, RI, CT, VT

### Brand: **Carrier**

		Warranty		
Compressors & Parts	All	A	20%	Discount off List
HVAC Equipment & Parts	Dryers & filters-All	A	20%	Discount off List
Motor, Electric & Parts	All	A	20%	Discount off List
Motor, Electric & Parts	Building controls-Entire line	A	20%	Discount off List
Motor, Electric & Parts	Engineering labor		10%	Discount off List
Motor, Electric & Parts	Field technician labor		10%	Discount off List
Motor, Electric & Parts	Project management labor		10%	Discount off List
Pumps, Gas & Electric	All	A	20%	Discount off List

### Brand: **United Technologies**

		Warranty		
Motor, Electric & Parts	Distributed Generation	A	20%	Discount off List
Motor, Electric & Parts	Sustainable/Green/Renewable solutions	A	20%	Discount off List



## Carrier Corp. SPECIAL INSTRUCTIONS

### Services

Wage Rates: Please visit each States' Department of Labor and Development referencing details or Prevailing Wage Rates and how they are to be paid on State Jobs and how payroll records are to be maintained. These rates will hold for the life of the Contract per the AG, Division of Occupational Safety. Note that several of our schools are public and it is the vendor's responsibility to follow the wage rate guidelines if necessary.

MA: <http://www.mass.gov/?pageID=elwdagencylanding&L=4&L0=Home&L1=Workers+and+Unions&L2=Wage+and+Employment+Related+Programs&L3=Prevailing+Wage+Program&sid=Elwd>

□

CT : <http://www.ctdol.state.ct.us/wgwkstnd/wgmenu.htm>

RI : <http://www.dlt.ri.gov/pw/>

VT : <http://www.vtmi.info/occupation.cfm>

ME: [http://www.maine.gov/labor/labor\\_laws/wagehour.html](http://www.maine.gov/labor/labor_laws/wagehour.html)

NH: <http://www.labor.state.nh.us/>

State schools may require the successful contractor to sign a Contract for Services Form similar to the UMass/Amherst form - [http://www.umass.edu/procurement/Fill-In\\_Forms/formindex.htm](http://www.umass.edu/procurement/Fill-In_Forms/formindex.htm).

□

NOTE: State school members are required to follow Massachusetts General Law Chapter 149, Sections 26 and 27. Therefore, installation must be based on paying prescribed wage rates in accordance with the Minimum Wage Rates set forth for the appropriate district.



### 3 Delta Electro Power Inc.

<u>Address</u> 215 Niantic Ave Cranston, RI 02907	<u>Contact</u> Ernest Rapoza
<u>Email</u> ernier@deltamotor.com	<u>Phone</u> 401-944-8350
<u>Web</u> www.deltamotor.com	<u>Tollfree</u> 800-272-8350
<i>Small Business</i>	<u>Fax</u> 401-944-8350
	<u>FEI #</u> 05-0473249

Delta Electro Power Inc. offers the following brands at various discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	Items need to be returned in original packaging with a 15% restocking fee.
<u>Major Credit Cards</u>	Visa, M/C, Amex & Discover
<u>Delivery</u>	Once Received same or Next Day
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer is NOT extended to Faculty, Staff & Students
<u>FOB</u>	Origin
<u>Freight</u>	Additional
<u>Minimum Order</u>	\$100.00
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
CT				
MA				
ME				
NH				
RI				
VT				

#### Orders

Jim Rapoza  
215 Niantic Ave  
Cranston, RI 02907  
Phone: 401-944-8350  
TollFree: 800-272-8350  
Fax: 401-944-8350  
Email: jimr@deltamotor.com  
CT, RI, MA

#### Sales Rep

Tony Rapoza  
215 Niantic Ave  
Cranston, RI 02907  
Phone: 401-944-8350  
Fax: 401-944-8380  
Email: tonyr@deltamotor.com  
CT, RI, MA

#### Sales Rep

Steve Bard  
215 Niantic Ave  
Cranston, RI 02907  
Phone: 401-944-8350  
Fax: 401-944-8380  
Email: steveb@deltamotor.com  
CT, RI

#### Sales Rep

Tom Marshal  
215 Niantic Ave  
Cranston, RI 02097  
Phone: 401-994-8350  
Fax: 401-944-8380  
Email: tomm@deltamotor.com  
CT, RI, MA

#### Sales Rep

Randy Reis  
215 Niantic Ave  
Cranston, RI 02907  
Phone: 508-997-0582  
Fax: 401-994-8380  
Email: randyr@deltamotor.com  
RI, MA

#### Sales Rep

Peter Gately  
215 Niantic Ave  
Cranston, RI 02907  
Phone: 508-997-0582  
Fax: 401-944-8380  
Email: peterg@deltamotor.com  
MA, RI

#### Brand: **ACTech/Lenze Controls**

Controls	All	Warranty	A 25%	Discount off List
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#### Brand: **Baldor-Reliance Motors, Controls, Pumps**

Motor, Electric & Parts	All	Warranty	A 30%	Discount off List
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Contract # MC10-G03  
03/01/2010 through 02/28/2013

Delta Electro Power Inc

<b>Brand: Bauer Motors</b>		Warranty		
Motor, Electric & Parts	All	A	25%	Discount off List
<b>Brand: Benshaw Controls</b>		Warranty		
Controls	All	A	25%	Discount off List
<b>Brand: Brook Crompton Motors</b>		Warranty		
Motor, Electric & Parts	All	A	30%	Discount off List
<b>Brand: Curtis Compressors</b>		Warranty		
Compressors & Parts	All	A	10%	Discount off List
<b>Brand: Danfoss Controls</b>		Warranty		
Controls	All	A	25%	Discount off List
<b>Brand: Goulds SES Pumps</b>		Warranty		
Pumps, Gas & Electric	All	A	25%	Discount off List
<b>Brand: Groman Rupp- OTS Pumps</b>		Warranty		
Pumps, Gas & Electric	All	A	10%	Discount off List
<b>Brand: Leeson Motors &amp; Controls</b>		Warranty		
Motor, Electric & Parts	All	A	25%	Discount off List
<b>Brand: Meltric Corp</b>		Warranty		
Controls	Plugs	A	15%	Discount off List
<b>Brand: Moeller</b>		Warranty		
Controls	All	A	30%	Discount off List
<b>Brand: Sew Eurodrive Motors &amp; Controls</b>		Warranty		
Motor, Electric & Parts	Gear Motors	A	25%	Discount off List
<b>Brand: Sterling Motors</b>		Warranty		
Motor, Electric & Parts	All	A	30%	Discount off List
<b>Brand: Stober Motors</b>		Warranty		
Motor, Electric & Parts	All	A	25%	Discount off List
<b>Brand: Teco Westinghouse Motors &amp; Controls</b>		Warranty		
Motor, Electric & Parts	All	A	40%	Discount off List
<b>Brand: Zoeller Pumps</b>		Warranty		
Pumps, Gas & Electric	All	A	10%	Discount off List



## 4 ENE Systems, Inc.

<u>Address</u> 480 Neponset Street Canton, MA 02021	<u>Contact</u> John King
<u>Email</u> jking@enesystems.com	<u>Phone</u> 781-828-6770 x231
<u>Web</u> www.enesystems.com	<u>Tollfree</u>
	<u>Fax</u> 781-828-7097
	<u>FEI #</u> 042956130

ENE Systems, Inc. offers the following brands at discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	No restocking charge on stock items, 20% on special orders.
<u>Major Credit Cards</u>	Visa, M/C, Amex & Discover
<u>Delivery</u>	In stock 2 days, non-stock 10 days
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty and Staff only
<u>FOB</u>	Origin
<u>Freight</u>	Included on standard deliveries
<u>Minimum Order</u>	None
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
	CT			
MA				
	ME			
NH				
RI				
	VT			

### Orders

Beata Krason  
480 Neponset Street  
Canton, MA 02021  
Phone: 781-828-6770 x231  
Fax: 781-828-7097  
Email: bkrason@enesystems.com

### Brand: **Schneider**

			Warranty		
HVAC Equipment & Parts	All		A	55%	Discount off List
Motor, Electric & Parts	All		A	55%	Discount off List

### Brand: **TAC**

			Warranty		
HVAC Equipment & Parts	All		A	55%	Discount off List
Motor, Electric & Parts	All		A	55%	Discount off List



## 5 First Electric Motor Service Inc.

<u>Address</u> 73 Olympia Ave Woburn, MA 01801	<u>Contact</u> Carl Graf
<u>Email</u> cgraf@firstelectricmotor.com	<u>Phone</u> 781-491-1137
<u>Web</u> www.firstelectricmotor.com	<u>Tollfree</u>
<i>Small Business</i>	<u>Fax</u> 781-491-1102
	<u>FEI #</u> 043011935

First Electric Motor Service Inc. offers the following brands at discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	25% restocking fee, no returns on custom orders
<u>Major Credit Cards</u>	Visa, M/C & Amex
<u>Delivery</u>	1 day if in stock, same day if RUSH order
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Origin
<u>Freight</u>	Included under certain circumstances
<u>Minimum Order</u>	\$25.00
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
CT				
MA				
ME				
NH				
RI				
VT				

### Remit

Accounts Receivable  
73 Olympia Ave.  
Woburn, MA 01801  
Phone: 781-491-1100  
Fax: 781-491-1102  
Email: creditdept@firstelectricmotor.com

<b>Brand: A.O. Smith</b>		<u>Warranty</u>		
Motor, Electric & Parts	HVAC Motors-Electric	C	50%	Discount off List
<b>Brand: Marathon</b>		<u>Warranty</u>		
Motor, Electric & Parts	HVAC Motors-Electric	C	45%	Discount off List



## 6 FW Webb Company

<u>Address</u> 160 Middlesex Turnpike Bedford, MA 01730	<u>Contact</u> Dean Plouffe
<u>Email</u> dean@fwwebb.com	<u>Phone</u> 781-272-6600 X106
<u>Web</u> www.FWWEBB.com	<u>Tollfree</u>
	<u>Fax</u> 781-275-3354
	<u>FEL #</u> 04-1952890

FW Webb Company offers the following brands at various discounts outlined below.  
Price lists and catalogs are available upon request.

<u>Return Policy</u>	Restocking charges on non stock material as dictated by manufacturer
<u>Major Credit Cards</u>	Visa, M/C, Amex & Discover
<u>Delivery</u>	1-2 days for stock material
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Destination
<u>Freight</u>	Included
<u>Minimum Order</u>	None
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
CT				
MA				
ME				
NH				
RI				
VT				

### Orders

Bob Mallett  
135 Industrial Drive  
Northampton, MA 01060  
Phone: 413-586-8100  
Fax: 413-586-6280  
Email: bob@fwwebb.com

### Remit

Accounts Receivable  
160 Middlesex Turnpike  
Bedford, MA 01730  
Phone: 781-272-6600  
Fax: 781-275-3354

### Brand: **Asco**

			Warranty		
HVAC Equipment & Parts	All		J	18%	Discount off List

### Brand: **FW Webb**

			Warranty		
HVAC Equipment & Parts	Pump Repairs		J	\$80.00/hr	

### Brand: **Grundfos**

			Warranty		
Pumps, Gas & Electric	All		J	50%	Discount off List

### Brand: **Honeywell**

			Warranty		
HVAC Equipment & Parts	All		J	60%	Discount off List

### Brand: **Johnson**

			Warranty		
HVAC Equipment & Parts	All		J	60%	Discount off List

### Brand: **Sarco**

			Warranty		
HVAC Equipment & Parts	Controls		J	5%	Discount off List
HVAC Equipment & Parts	Equipment		J	15%	Discount off List
HVAC Equipment & Parts	Parts		J	5%	Discount off List



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FW Webb Company



## 7 Hampden/Zimmerman Electric/EW-USES1

<u>Address</u> 274 Taylor Street Springfield, MA 01105	<u>Contact</u> Rich Morini
<u>Email</u> r.morini@ew-inc.com	<u>Phone</u> 413-730-6717
<u>Web</u> www.hzelectric.com	<u>Tollfree</u> 800-649-6407 x6717
	<u>Fax</u> 413-781-3512
	<u>FEI #</u> 06-0864003

Hampden/Zimmerman Electric offers the Cutler-Hammer brand at various discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	Unopened, stock items can be returned without penalty. Special order items may carry a re-stock fee per the manufacturer.
<u>Major Credit Cards</u>	Visa, M/C & Amex
<u>Delivery</u>	24-48 hours-stock; Specials per manufacturer
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty and Staff only
<u>FOB</u>	Destination for items shipped from our stock; Origin for direct/special order shipments.
<u>Freight</u>	Freight is prepaid on stock and many direct ship orders. Expedited or small volume direct ship orders may be freight added, per manufacturer.
<u>Minimum Order</u>	None
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
<b>CT</b>				Southern Maine, Southern NH & Southern Vt only
<b>MA</b>				
<b>ME</b>				
<b>NH</b>				
<b>RI</b>				
<b>VT</b>				

### Remit

Robin Guay  
P.O. Box 1605  
Springfield, MA 01101-1605  
Phone: 413-730-6701  
TollFree: 800-649-6407 x6701  
Fax: 413-781-3512  
Email: r.guay@ew-inc.com

### Sales Rep

Kit Alexander  
Standard Electric  
170 Pondview Drive  
Meriden, CT 06450  
Phone: 203-237-8944  
Fax: 203-235-5643  
Email: kalexa@standardelectric.com  
CT

### Sales Rep

Bill Smith  
Standard Electric  
14 Jewel Drive  
Wilmington, MA 01887  
Phone: 978-988-3193  
Fax: 978-661-1869  
Email: wsmith@standardelectric.com  
Eastern MA, NH, RI

### Brand: **Cutler-Hammer**

		Warranty	
Motor, Electric & Parts	6-Motor Controls - AA-Combination Starters & accessories	D	16.25% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - AB-Contactors & Accessories	D	16.25% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - AC-Electronic Overloads	D	76.87% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - AK5-Definite Purpose Contactors & Accessories	D	72.60% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - LH-Micro-Drives	D	38.00% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - LK-Fan & Pump Drives	D	32.00% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - LL-General Purpose Drives	D	32.00% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - LO-10250T Pushbutton Stations	D	60.00% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - LW-Special Purpose Drives	D	32.00% Discount off book/list
Motor, Electric & Parts	6-Motor Controls - MB/GH-M22 Pushbutton Stations	D	75.00% Discount off book/list



Contract # MC10-G03  
03/01/2010 through 02/28/2013

Hampden/Zimmerman Electric/EW-USES

Brand: **Cutler-Hammer**

Warranty

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Motor, Electric & Parts	6-Motor Controls - SCB-IEC Style Mini Contactors & Accessories	<i>D</i>	70.00%	Discount off book/list
Motor, Electric & Parts	6-Motor Controls - SCG-Overload Devices	<i>D</i>	76.87%	Discount off book/list
Motor, Electric & Parts	6-Motor Controls - SD-Manual Starters	<i>D</i>	76.87%	Discount off book/list
Motor, Electric & Parts	6-Motor Controls - Special-Custom Controls & Panels	<i>D</i>	32.00%	Discount off book/list

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## 8 Johnstone Supply of Braintree/KMF Supply, Inc.

<u>Address</u>	180 Allen Street Braintree, MA 02184	<u>Contact</u>	Ron Jenner
<u>Email</u>	ronjenner@johnstone156.com	<u>Phone</u>	781-356-1664
<u>Web</u>	www.johnstonesupply.com	<u>Tollfree</u>	800-498-1664
<i>Small Business</i>		<u>Fax</u>	781-356-1954
		<u>FEI #</u>	04-3168116

Johnstone Supply of Braintree/KMF Supply, Inc. offers brands at various discounts outlined below. In addition Johnstone is offering their entire Johnstone Supply List Price Catalog at 50%/10%. Price lists and catalogs are available upon request.

<u>Return Policy</u>	Our return goods policy is that there would be a re-stocking fee based on whether it was a special order or not and if the Vendor charges that fee.
<u>Major Credit Cards</u>	Visa, M/C, Amex & Discover
<u>Delivery</u>	3 days for regular orders, 1-2 weeks for special orders
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty and Staff only
<u>FOB</u>	Destination
<u>Freight</u>	No Freight under 50#'s
<u>Minimum Order</u>	\$25.00
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
			CT	CT, ME, Northern NH & VT will be charged freight
<b>MA</b>				
			ME	
			NH	
<b>RI</b>				
			VT	

### Orders

Johnstone Supply  
180 Allen Street  
Braintree, MA 02184  
Phone: 781-356-1664  
TollFree: 800-498-1664  
Fax: 781-356-1954  
Email: johnstone@johnstone156.com

### Remit

Cathy Cordeiro  
180 Allen Street  
Braintree, MA 02184  
Phone: 781-356-1664 x10  
TollFree: 800-498-1664  
Fax: 781-356-5151  
Email: cathycordeiro@johnstone156.com

### Brand: **A.O. Smith**

Motor, Electric & Parts	All	Warranty	A	50%/10%/5%	Discount off A.O. Smith
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### Brand: **Entire Catalog**

Motor, Electric & Parts	Controls, Compressors, HVAC & Parts-Pumps, Gas & Electric	Warranty	A	50%/10%	Discount off Johnstone
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### Brand: **Goodman**

HVAC Equipment & Parts	All	Warranty	A	50%/10%/5%	Discount off Goodman
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### Brand: **Taco**

Pumps, Gas & Electric	All	Warranty	A	50%/10%	Discount off Taco
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### Brand: **Tecumseh**

Compressors & Parts	All	Warranty	A	50%/10%/5%	Discount off Tecumseh
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## 9 Scales Industrial Technologies, Inc.

<u>Address</u> 290 Pratt St. Meriden, CT 06450	<u>Contact</u> Lisa Hill
<u>Email</u> lhill@scalesair.com	<u>Phone</u> 203-630-5555
<u>Web</u> www.scalesindtech.com	<u>Tollfree</u> 800-627-9578
<i>Small Business</i>	<u>Fax</u> 203-630-5559
	<u>FEI #</u>

Scales Industrial offers brands at various discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	None
<u>Major Credit Cards</u>	Visa, M/C, Amex & Discover
<u>Delivery</u>	Compressors 2-4 weeks, Parts-2 weeks
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Origin
<u>Freight</u>	Included
<u>Minimum Order</u>	\$25.00
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
CT				
MA				
ME				
NH				
RI				
VT				

### Sales Rep

Inside Sales Dept.

Phone: 203-630-5550

Email: salesma@scalesair.com

### Brand: **Airtek**

		Warranty	
Compressors & Parts	Dryers, Filters, Drains-Entire line	B	10% Discount off List Quantities 5-10 15%
Compressors & Parts	Parts Only-Entire line	I	10% Discount off List

### Brand: **Deltech**

		Warranty	
Compressors & Parts	Dryers, Filters, Drains-Entire line	B	10% Discount off List Quantities 5-10 15%
Compressors & Parts	Parts Only-Entire line	I	10% Discount off List

### Brand: **Domnick Hunter**

		Warranty	
Compressors & Parts	Dryers, Filters, Drains-Entire line	B	10% Discount off List Quantities 5-10 15%
Compressors & Parts	Parts Only-Entire line	I	10% Discount off List

### Brand: **Gardner Denver**

		Warranty	



Contract # MC10-G03

03/01/2010 through 02/28/2013

Scales Industrial Technologies, Inc

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**Brand: Gardner Denver****Warranty**

Compressors & Parts	Compressors-R & PL Reciprocating	<i>H</i>	30% Discount off List	Quantities 5-10 35%
Compressors & Parts	Compressors-Rotary Screw	<i>F</i>	10% Discount off List	Quantities 5-10 15%
Compressors & Parts	Compressors-RV Reciprocating	<i>F</i>	30% Discount off List	Quantities 5-10 35%
Compressors & Parts	Dryers, Filters, Drains-Entire line	<i>B</i>	10% Discount off List	Quantities 5-10 35%
Compressors & Parts	Parts Only-Entire line	<i>I</i>	10% Discount off List	

**Brand: Hankison****Warranty**

Compressors & Parts	Dryers, Filters, Drains-Entire line	<i>B</i>	10% Discount off List	Quantities 5-10 15%
Compressors & Parts	Parts Only-Entire line	<i>I</i>	10% Discount off List	

**Brand: Powerex****Warranty**

Compressors & Parts	Compressors-Lubricated	<i>B</i>	30% Discount off List	Quantities 5-10 35%
Compressors & Parts	Compressors-Oilless	<i>G</i>	30% Discount off List	Quantities 5-10 35%
Compressors & Parts	Parts only-Entire Line	<i>B</i>	10%	Discount off List

**Brand: Quincy****Warranty**

Compressors & Parts	Compressors-QR Reciprocating	<i>H</i>	15% Discount off List	Quantities 5-10 20%
Compressors & Parts	Compressors-QT & PLT Reciprocating	<i>B</i>	15% Discount off List	Quantities 5-10 20%
Compressors & Parts	Compressors-Rotary Screw Compressor	<i>H</i>	10% Discount off List	Quantities 5-10 15%
Compressors & Parts	Dryers, Filters, Drains-Entire line	<i>B</i>	10% Discount off List	Quantities 5-10 15%
Compressors & Parts	Parts Only-Entire line	<i>I</i>	10% Discount off List	

**Brand: Zander****Warranty**

Compressors & Parts	Dryers, Filters, Drains-Entire line	<i>B</i>	10% Discount off List	Quantities 5-10 15%
Compressors & Parts	Parts Only-Entire line	<i>I</i>	10% Discount off List	



## 10 Tunstall Associates, Inc.

<u>Address</u> 118 Exchange Street Chicopee, MA 01013	<u>Contact</u> Chris Shea
<u>Email</u> chris@tunstall-inc.com	<u>Phone</u> 413-594-8695
<u>Web</u> www.tunstallonline.com	<u>Tollfree</u> 800-423-5578
<i>Small Business</i>	<u>Fax</u> 413-598-8109
	<u>FEI #</u> 042766510

Tunstall Associates, Inc. offers brands at various discounts outlined below. Price lists and catalogs are available upon request.

<u>Return Policy</u>	25% Restocking Fee RGA Required to return
<u>Major Credit Cards</u>	Visa, M/C, Amex & Discover
<u>Delivery</u>	1 Week ARO
<u>Cash Terms</u>	Net 30 Days
<u>Offer Extended</u>	Offer IS extended to Faculty, Staff & Students
<u>FOB</u>	Origin
<u>Freight</u>	Freight is pre-paid & added
<u>Minimum Order</u>	\$100.00
<u>Additional Terms</u>	Reference MHEC MC10-G03 on quotations & purchase orders

Contract extended to New England States:

Yes	No	Pending	Restricted	Restrictions Defined
<b>CT</b>				
<b>MA</b>				
<b>ME</b>				
<b>NH</b>				
<b>RI</b>				
<b>VT</b>				

### Orders

Woody Tunstall  
118 Exchange Street  
Chicopee, MA 01013  
Phone: 413-594-8695  
TollFree: 800-423-5578  
Fax: 413-598-8109  
Email: woody@tunstall-inc.com  
*ME, VT, NH, CT, MA & RI*

### Remit

Accounts Receivable  
P.O. Box 434  
Springfield, MA 01101  
Phone: 413-594-8695  
TollFree: 800-423-5578  
Fax: 413-598-8109  
Email: kguzzo@tunstall-inc.com

### Sales Rep

Mike Roy  
118 Exchange Street  
Chicopee, MA 01013  
Phone: 413-594-8695  
Fax: 413-598-8190  
Email: mroy@tunstall-inc.com  
*ME, NH, MA*

### Sales Rep

Billy Rowe  
118 Exchange Street  
Chicopee, MA 01013  
Phone: 413-594-8695  
Fax: 413-598-8695  
Email: wrowe@tunstall-inc.com  
*ME, VT, NH, CT, MA & RI*

### Sales Rep

Tim F. Tunstall  
118 Exchange Street  
Chicopee, MA 01013  
Phone: 413-594-8695  
TollFree: 800-423-5578  
Fax: 413-598-8109  
Email: tim@tunstall-inc.com  
*ME, VT, NH, CT, MA & RI*

### Brand: **Dole**

Motor, Electric & Parts	Air Vents	Warranty	A 32%	Discount off List
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### Brand: **Keflex**

Motor, Electric & Parts	Pipe Expansion Products	Warranty	A 15%	Discount off List
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Contract # MC10-G03  
03/01/2010 through 02/28/2013

Tunstall Associates, Inc.

**Brand: Macon Balancing**

		Warranty		
Motor, Electric & Parts	Balancing Valves	A	32%	Discount off List

**Brand: Macon Controls**

		Warranty		
Motor, Electric & Parts	Self-Contained Valves	A	50%	Discount off List

**Brand: Tunstall Steam Products**

		Warranty		
Motor, Electric & Parts	Capsules	A	50%	Discount off List
Motor, Electric & Parts	F&T Repair Kits	A	50%	Discount off List
Motor, Electric & Parts	Flate Plate Heat Exchanger	A	50%	Discount off List
Motor, Electric & Parts	Float & Thermostatic Traps	A	50%	Discount off List
Motor, Electric & Parts	Inverted Bucket Traps	A	50%	Discount off List
Motor, Electric & Parts	Pressure Action Pumps	A	50%	Discount off List
Motor, Electric & Parts	Thermal-Disc Traps	A	50%	Discount off List
Motor, Electric & Parts	Thermostatic Traps	A	50%	Discount off List

**Brand: Watson McDaniel**

		Warranty		
Motor, Electric & Parts	Steam Specialties	A	20%	Discount off List

