

mhec 1st monday

monthly member digest

march 2023

News to support your buying decisions, all in one place, all at one time, every time.



F19: MHEC Leasing & Financing



G17: Custodial Cleaning Equipment & Supplies

the inside scoop



we know they've been there because...

it's warm in the morning

the lights turn on

the wheels keep turning

need help behind the scenes...?

MHEC contracts have you covered!

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save  **MORE!**

products and services this month



Allsteel®



see page 16 for details

simple. savvy. diverse.



F19: MHEC Leasing & Financing



Andrew Ryan

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As anyone serving the public knows, we're often required to find ways to do more with less, and the bigger the project, the more complex the funding challenges. To maintain existing infrastructure and expand to meet ever-growing needs, municipalities, schools, and other not-for-profits need a financial partner as dedicated, experienced, and flexible as they are.

MHEC's new contract for **Financing & Leasing (F19)**, added three suppliers on contract for a total of five. The two new suppliers help diversify our already strong offerings for IT funding.

In addition to financing and leasing options for new equipment, the suppliers on this contract can help manage the lifecycle for technological investments (such as laptops and computer servers) with extensive refurbishing plans. **Insight Investments specializes in this and** identifies six phases in the life of a leased computer. Equipment that can be upgraded is returned, refreshed, and the data is wiped. Out-of-date technology is broken down and recycled.



Hewlett Packard Financial Services, which also provides these kinds of asset management solutions for IT, reports that 95% of all laptops and workstations they cover are upcycled and returned to active use, and 93% of the servers see new life beyond their initial installation.

Based in Syracuse, New York, **Ontario Investments** is registered as a small business, and they specialize in working with the kinds of tight budgets and complex terms and conditions state and local governments are required to meet.

Digital technology, though, is only one kind of the major equipment investments the suppliers on this contract manage.

Financing for vehicle fleets, fire trucks, school buses, earth moving equipment, public works equipment, copiers, capital improvement projects, and many other big ticket items are available through these suppliers. Each offers low minimum fees and low leasing thresholds. All, like **Baystone Government Finance**, have decades of experience helping organizations like yours navigate the complex environment of public

finance. **First American Commercial Bancorp** has decades of experience serving the higher education market.

By helping organizations utilize their resources more wisely, these suppliers all help with liquidity and freeing up funds to meet your priorities.

leasing & financing services —capital and operating

Computer
Computer, Network
Computer, Network, Peripherals
Copiers & Printers
Equipment, Large
Equipment, Small

Fleet
Fleet, HD Vehicles
Software
Electronic Equipment


F19 suppliers serving your state

F19 Suppliers	CT	ME	MA	NH	RI	VT
First American Commercial Bancorp	√	√	√	√	√	√
Hewlett Packard Financial Services	√	√	√	√	√	√
Insight Investments	√	√	√	√	√	√
KS StateBank dba Baystone Government Finance	√	√	√	√	√	√
Ontario Investments, Inc.	√	√	√	√	√	√



office & school

More about this contract can be found on the [F19 contract landing page](#). The contract landing page includes sell sheets on each supplier, their disadvantaged business status, whether they have a store on the **i-buy marketplace™**, links to the contract, promotions information, videos, and access to a sortable spreadsheet of brands, discounts, and products/services categories.



G17: Custodial Cleaning Equipment & Supplies



Scott Loomis

Strategic Sourcing Manager
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The contract for **Custodial Cleaning Equipment and Supplies (G17)** is one of MHEC's oldest and most robust. Decades of member feedback and responding to new technologies has made our selection of suppliers proven and able to serve our diverse and ever-changing member needs.

An organization of any size depends on a reliable custodial supplier who will keep prices affordable and inventories well-stocked without interruption. Once a relationship is established, everyone wants it to continue and only grow stronger. It's no mistake, then, that many of our suppliers have been in business for generations, and many are family-owned.

Whether a small business like **Kellco Products** in Springfield, MA, or **Butler-Dearden**, a division of **Imperial Dade**, with branches across New England, all of our suppliers prioritize building strong relationships with the brands our members depend on.

Many of our suppliers serve a national clientele and have expansive catalogs of products for a wide range of basic needs—such as cleaning, sanitizing, laundry, and Personal Protection Equipment (PPE). But the contract also includes smaller businesses with more targeted offerings.

Clean Cut Solutions and **Clean Green Solutions** each specialize in eco-friendly cleaning products

and solutions. **Emerald Green Building Services** makes providing facility service solutions to biotech, pharmaceutical, and life sciences a priority, among other offerings for universities and the entertainment industry. **Filter Sales & Service** has serviced air and liquid filtration products and installation services across New England since 1953.

With so many options to choose from, we have several suppliers devoted to designing systems to meet customer need, or managing all facility administration for the customer. As its name suggests, **One Call Facility Services** provides such management services. **New England Maintenance Depot** is a long-time supplier, who serves cities, schools, universities across New England, offering cleaning systems, procedures, machinery, and training.

A number of the suppliers on the **Custodial Cleaning Equipment and Supplies (G17)** contract are diverse. **C&C Janitorial Supplies** is a woman and minority-owned business based in Newington, Connecticut; having worked as full-service cleaning company prior to being distributors, they understand the industry from both sides. With headquarters in New Bedford, Massachusetts, **Milhench Supply Company** is a small, woman-owned company that keeps



their warehouses humming with orders fulfilled daily.

With over 30 suppliers on this contract, there's sure to be the perfect fit for your organization. All welcome hearing from MHEC members and will be

happy to answer your detailed questions. As always, contact information can be found on our website contract landing pages, and in the contracts themselves.

product & services

Air Blowers
Air Purifiers
Auto Scrubbers
Buffers
Burnishers
Carpet Cleaning
Chemical Manufacturing Station
Cleaners & Chemicals
Cleaning Machines - Specialty
Custodial Supplies & Sundries
Deodorizers
Dispensers
Drying Equipment
Equipment Leasing
Equipment Rental
Extractors - Carpet
Fans
Finish Application Systems
Floor Equipment & Accessories
Floor Mats & Matting
Floor Stripping Machines

Food Service Products & Disposables
Green/Sustainable Cleaning Products
Hand Care Products
Hand Dryers
Hand Sanitizer
Hand Soap
Ice Melt
Laundry Products
Materials Handling Equipment & Accessories
Packing Boxes
Paper Products
Personal Care & Hygiene
Plastic Bags
Polishers
Portion Control Chemical Systems
PPE, Personal Protection Equipment
Pressure Washers
Pumps - Flood Equipment
Replacement Parts
Restroom Cleaning Equipment

Restroom Partitions & Stalls
Signage
Smoking Management
Snow Removal
Social Distance Signage and Accessories
Spill Containment
Spill Kits
Sprayers, Bottles, & Pumps
Squeegees & Washers
Steam Cleaning Equipment
Sweepers
Tapes & Dispensers
Tool Supply
Trash & Waste Receptacles
Trash Bags (Other)
Trash Can Liners (Poly Bags)
Vacuums & Tools
Warewashing
Window Washing Equipment
Wipers

G17 suppliers serving your state

G17 Suppliers	CT	ME	MA	NH	RI	VT
Allston Supply	√		√	√	√	√
Apollo Safety Inc.	√		√	√	√	
Banner Systems Inc Bay State Janitorial			√		√	
Bare Ground Systems	√	√	√	√	√	√
C & C Janitorial Supplies Inc.	√	√	√	√	√	√
Casey EMI			√		√	
Clean Cut Solutions			√		√	
Clean Green Solutions LLC	√	√	√	√	√	√
Coast Maintenance Supply Co, Inc.	√	√	√	√	√	√
Conlon Products Inc			√		√	

continues...

G17 Suppliers	CT	ME	MA	NH	RI	VT
Custom Chemical Co Inc.	√	√	√	√	√	√
Emerald Green Building Services	√	√	√	√	√	√
Filter Sales & Service, Inc.	√	√	√	√	√	√
HD Supply Facilities Maintenance, Ltd.	√	√	√	√	√	√
Hillyard, Inc.	√	√	√	√	√	√
Imperial Dade	√	√	√	√	√	√
Kellco Products Inc.	√		√			
Likarr Maintenance Systems			√		√	
Mass Correctional Industries			√			
Milhench Supply Company			√		√	
Next-Gen Supply Group, Inc.	√	√	√	√	√	√
Noble Supply & Logistics	√	√	√	√	√	√
One Call Facility Services	√	√	√	√	√	√
Richco Products	√	√	√	√		√
Simplex Janitorial Supplies			√		√	
Staples Business Advantage	√	√	√	√	√	√
State Industrial Products	√	√	√	√	√	√
Swish White River		√		√		√
The Durkin Company	√	√	√	√	√	√
Top Notch Supply Inc.	√	√	√	√	√	√
Unipak Corp	√	√	√	√	√	√
Veritiv Operating Company	√	√	√	√	√	√
Winzer Franchise Company	√	√	√	√	√	√



facilities & operations

6

More about this contract can be found on the [G17 contract landing page](#). The contract landing page includes sell sheets on each supplier, their disadvantaged business status, whether they have a store on the **i-buy marketplace™**, links to the contract, promotions information, videos, and access to a sortable spreadsheet of brands, discounts, and products/services categories.

Contract News

UV Disinfectant Lighting new to G17

MHEC has added “UV disinfecting lighting” as a new category to our contract for **Custodial Cleaning Equipment and Supplies (G17)**.

UVC lighting kills germs, bacteria, pathogens, and viruses in hospitals, laboratories, classrooms, and public spaces. Safe, effective, and odor-free, UVC lighting has been used as a means of disinfecting and sanitizing for decades. New technological advancements in response to COVID and the threat of other pandemics have expanded the options and improved the efficacy.

In awarding contracts to the following suppliers—**Allston Supply**, **C&C Janitorial Supplies**, **Clean Green Solutions**, **Filter Sales & Service, Inc.**, **Imperial Dade**, and **Likarr Maintenance Systems**—MHEC now has a variety of products available to our members.

There are essentially three applications for UVC lighting systems—two kinds of built-in systems, and many portable options.

A number of companies, like **American Ultraviolet**, design fixtures to be installed discretely inside HVAC systems. Invisible to the public, they can be installed individually or in racks in a variety of locations such as coils, drain pans, exhausts, and duct work. Resistant to moisture, they can extend the lifetime of electrical connections as they filter the air for pathogens.

For medical facilities, or laboratories, where you need to track the efficacy of your UCV lighting system, **RD UVC** offers a fixed mounted system and a

mobile option (*pictured above*). Each floods a space with direct lighting and offers a system of sensors that measures the actual dose delivered. Medical facilities using the **RD-Fx™ Fixed**



Mount System report it taking as little as two minutes to completely disinfect a room between patients.

PURO UV Disinfection Lighting also offers a range of options and products for sanitizing surfaces and small spaces discretely. Along with an HVAC system, they offer more compact devices, such as their **Aurora** air fan, which looks

like a space heater on wheels, or their **Whisper** device, a small box that attaches to surfaces, like an elevator ceiling, and continuously filters the air.

Offering two different takes on mobile UVC disinfection, there's **Pyure** and **Moonbeam™ 3**. **Pyure** offers a series of industrial purifiers (*the Boss is pictured above*) meant

to provide quiet, robust air purification and odor removal. Small and portable, once plugged in, they silently scour the air. The **Moonbeam™3 UVC portable lamp system** (*pictured right*) by Diversey uses three individually-adjustable, articulating arms UVC lamp fixtures to provide targeted disinfection.



MHEC Contract Webinar

**Library Equipment, Software and Service (L53)
Member Onboarding Webinar**

**Monday, March 13, 2023
11:00 AM**

[Click HERE](#) to register!

2022 Supplier Awards

During our Mid-Winter Supplier Meeting held on February 22 at the College of the Holy Cross in Worcester, MA, our executive director, Michael Di Yeso, took the time to honor five suppliers MHEC recognized as exemplifying our mission and values: simple, savvy, and diverse.

All of them make purchasing for our member organizations simpler, their staff are experts in their field, and all serve our diverse range of members, including municipalities, schools, universities, and libraries across New England.

Our keynote speaker, David Cho, the leader of the Unified Procurement Services Team at

UMass, provided many useful insights for suppliers hoping to work with state universities and other public-sector organizations.

Each year, we award suppliers who stand out in three categories: Diversity Supplier, New Supplier, and Outstanding Partner. This year, we had a tie in the first two categories, resulting in five awardees. The IT solutions firm, **WEI (World-com Exchange)** from Salem, New Hampshire was not present to accept their award for New Supplier of 2022.

And the winners were...



(pictured left to right; Michael Di Yeso, James Wilkie, Natasha Bizanos-Ashe, and David Cho)

2022 Diversity Supplier of the Year awarded to Wilkem Scientific

Based in West Warwick, Rhode Island, Wilkem Scientific is a small, woman-owned business. (They are also minority-owned and classified as a disadvantaged business enterprise.) As a distributor of scientific equipment, supplies, chemicals, safety supplies, and laboratory furniture, they have been on MHEC contract since July 1, 2003. In the past year, Wilkem has served 50 members in 5 New England states.



(pictured from left to right; Michael Di Yeso, Ivan Benjamin, Natasha Bizanos-Ashe, and David Cho)

2022 Diversity Supplier of the Year awarded to Silver Screen Design

This woman-owned business has been on our F11 contract for Promotional Products, Awards, Flags and Banners since it began twenty years ago. Makers of branded apparel, promotional products, and custom signage, since 2015, Silver Screen Design have been the number ONE supplier on this contract. In the past year, they have served 71 members across all six New England states. They have earned high marks for ease of ordering, timely delivery, and customer satisfaction.



(pictured from left to right; Michael Di Yeso, Pascal Marzella, Natasha Bizanos-Ashe, and David Cho)

2022 New Supplier of the Year
awarded to Smith System

Based in Carrollton, Texas, Smith System joined our C07 contract for Furnishings & Accessories in August 2020. Their eye-catching, colorful tables, chairs, and screens made a big splash at last year's EXPO. Already, Smith System have become a valued partner, working with 63 members in all New England states and participating in the Collaborative Procurement Program (CPP), a collaboration with the Massachusetts School Building Authority.



(pictured left to right; Michael Di Yeso, Natasha Bizanos-Ashe, Pete Kelley, Nate Levesque, and David Cho)

2022 Outstanding Partner Award
awarded to Connection

With headquarters in Merrimack, New Hampshire, GovConnection has been on our MHEC technology contracts for decades. Currently, they hold four contracts with us: Multimedia (B11), Software (F04), Technology (F05), and Value Added Reseller (VAR F22). Last year, they served 269 members across 5 New England States. Though they have a global reach and work with more than 500 technology suppliers, their account managers keep exceptional customer service as their central objective.

time to
TEE UP!



MHEC's annual Golf Tournament is scheduled for Friday, June 2. It will be played on the lush grounds of the Blackstone National Golf Club in Sutton, MA. We will be pairing two suppliers with two MHEC members to play the 18-hole course together.

[Click HERE to register.](#)



the inside scoop

No matter the kinds of work we do, as a New England not-for-profit, we all strive to rise above and make a difference to those we serve. But we all know there's little hope of success if the bare necessities are not being met. You can't have a great breakthrough if the lights don't turn on. No one's going to hear your message if your teeth are chattering through a presentation.

Just maintaining "normal" is a lot of work. Keeping the wheels turning for any organization requires dependable suppliers who can anticipate needs and find solutions before you even know there's an issue.

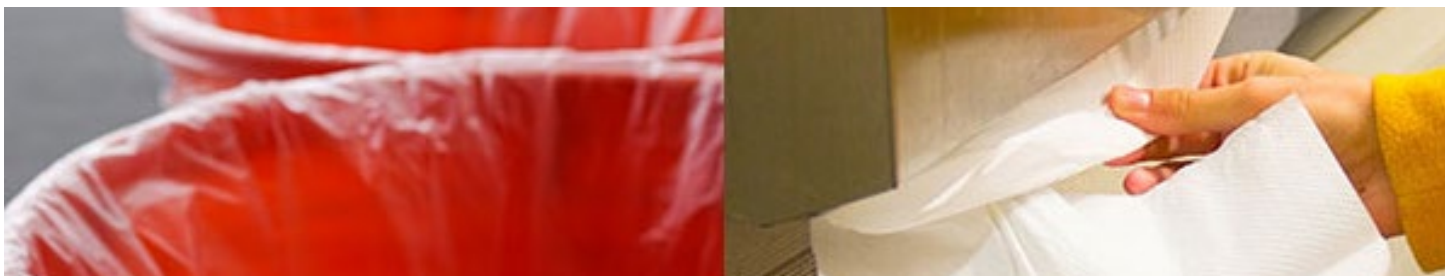
MHEC offers a range of contracts with hundreds of suppliers that have worked to improve maintenance operations for municipalities, schools, and libraries across New England. Between our **Custodial Cleaning contract (G17)**, and the ones for windows (**C04**) and flooring (**G11**), we have your interiors covered. Our **Exterior Maintenance (G02)** and **Facilities (G19)**

contracts will help with a range of energy system improvements and efficiencies.

To help keep all your investments secure, our **Fire, Security and Emergency Communication contract (E05)** offers protection from theft and damage, including cyberthreats. See the story in our "Inside Scoop Solutions" about Window Film Depot's security film available on that contract.

Working for educational not-for-profits, our plates are always full. If you're spending your time trying to track down more toilet paper, or wondering why a laboratory cleanroom hasn't been sanitized, your priorities are likely not being met.

MHEC's contracts are designed to simplify our member's worklives and extend the buying power of their budgets. If you need some help keeping your organization's wheels turning, we know you'll find the perfect supply partner to help you exceed expectations.



Inside Scoop *continued...*

A01 Appliances, Air Conditioners, Food Service Equipment & Laundry Equipment

B & G Restaurant Supply
GE Appliances
Microfridge
Singer MA

B15 Event Equipment Rentals and Services

ATC Audio
Capital Convention Contractors
Christian Party Rental
Down Right Productions
Immedia
Mass Park
The Event Co.
Theatrix
United Site Services Northeast
Zmetra Clear Span Structures

C04 Windows, Window Treatments, Specialized Curtains, Noise Reduction Products

CMC Shades and Specialties
Intelligent Shades & Automation
NGS Films and Graphics
Osgood Textile
Port Lighting Systems
Stacey's Home Décor
Theatrix
Wallpaper City
Window Film Depot
Window Services

C05 Mattresses, Hospitality Products and Services

August Mattress
Bourdons Institutional Sales
Consolidated Hospitality Supplies
DiaMedical USA Equipment
Dorm Company Corporation
Ecologic Furniture
Mass Correctional Industries
University Sleep Products
US Eco Products, Corporation

E05 Fire/Security/Emergency Communication

ATI Systems
Advance Security Integration
American Service Company
Anixter (Clark)
Anonymous Alerts
Ayacht Technology Solutions
BCM Controls Corporation
Custom Alarm Service
ECI Systems
Encore Fire Protection
ENE Systems
Fire Equipment
Galaxy Integrated Technologies
Integrated Security
Island Tech Services
Johnson Controls Fire Protection
Massachusetts Fire Technologies
Mercier Electric & Communications
Minuteman Security Technologies
New England School Services
New Era Technology NE
Norel Service Co
Oak Security Group
Ockers Company
Pasek Corporation
Siemens Industry
Signet Electronic Systems
Sonitrol New England
Stone and Berg Company
Vulcan Security Technologies
Window Film Depot

F19 Financing & Leasing

First American Commercial Bancorp
Hewlett Packard Financial Services
Insight Investments
KS StateBank dba Baystone Government Finance
Ontario Investments

G02 Exterior Maintenance

Aramco dba Casey EMI
Bare Ground Systems
Cain's Mechanical
Edgewood Golf Carts
NITCO

Southworth - Milton
Taplin Yard Pump and Power Equipment
The Durkin Company
United Construction & Forestry (Schmidt Equipment)

G11 Flooring: Coverings and Related Services

Capital Carpet and Flooring Specialists
Carpet Services
Clean and Safe
DiMauro Carpet and Tile
Gymnasium Floors
J & J Flooring Group
Mannington Commercial
Matter Surfaces
Mondo USA
Pavilion Floors
Shaw Industries
Tarkett USA

G17 Custodial Cleaning

Allston Supply
Aramco dba Casey EMI
Banner Systems Inc Bay State Janitorial
Bare Ground Systems
C & C Janitorial Supplies
Clean Cut Solutions
Clean Green Solutions
Coast Maintenance Supply
Custom Chemical
Emerald Green Building Services
Filter Sales & Service
HD Supply Facilities Maintenance
Hillyard
Imperial Dade
Kellco Products
Likarr Maintenance Systems
Mass Correctional Industries
Milhensch Inc DBA Milhensch Supply Company
Next-Gen Supply Group
Noble Supply & Logistics
One Call Facility Services
Richco Products
Simplex Janitorial Supplies
Staples Business Advantage



Inside Scoop *continued...*

State Industrial Products
Swish White River
The Durkin Company
Top Notch Supply
Unipak Corp

G19 Facilities: Maintenance, Repair & Operations (MRO)

Airex Filter Corporation
Aramco dba Casey EMI
Best Plumbing Specialties
Betts Plumbing & Heating Supply
Carr Hardware and Supply
Craftmaster Hardware
Dugmore and Duncan Group
F. W. Webb Co
Fastenal Company
Filter Sales & Service
Frank P McCartin
Hampden Zimmerman Electric
Hat Creek Outfit
Home Depot
Infrastructure
J Sallese and Sons
Lighting Services
Mainstream
MSC Industrial Supply
Needham Electric Supply
Oak Security Group
Plumbmaster
Power and Process
PSI New England
Rexel USA
Rockys Ace Hardware

SherwinWilliams
ThermaXX
Torrington Supply Company
Wallpaper City
Weld Power

G24 Signage & Related Services

Amherst Copy & Valley Signworks
APCO Graphics
CDW Government
DGI Communications
FedEx Office and Print Services
Future Tech Enterprise
Go Graphix
Lane Printing & Advertising
Mass Correctional Industries
Metro Sign and Awning
Scoreboard Enterprises
Sign Design
Spotlight Graphics
Sunshine Sign Company
Takeform Architectural Graphics
WS Sign Design Corp

G25 Asset Recovery/Ewaste & Recycling Services

Allied Computer Brokers
Institution Recycling Network
Miracle Method of Western Mass
PC Survivors of MA
RMG Enterprise
Zeep Technology

G28 Elevator Equipment, Maintenance, Repair, Inspection & Testing

Associated Elevator Co
Atlantic Elevator Service
Eagle Elevator
TK Elevator Corporation

G29 Facility Maintenance and Energy: Assessment and Software

B2Q Associates
Energy Source
Fitzmeyer & Tocci Associates
Guardian Energy Management Solutions
Integrated Security
MetaBIM
Performance Resource Partners
SourceOne
Weatherproofing Technologies

L02 Vehicle Rental & Sharing

Enterprise Holdings

“THE INSIDE SCOOP” SOLUTIONS

In our contract portfolio, MHEC offers a wide range of options for maintaining your work places and keeping operations running smoothly.

Whether you're creating new office space, adding to your facility, or just maintaining what you've got, MHEC has a contract covering that need. Not finding what you're looking for? Our team of strategic sourcing managers stands by, ready to help.

Listed in this Solutions section are a number of products and suppliers that 1st Monday editors thought deserved your attention.

(These spotlights do not constitute endorsements. As always, we encourage our readers to do their own research and ask questions of our suppliers. Visit the full contract landing pages online for full details on products and services offered by suppliers on contract.)

ASSESSMENT ASSISTANCE IS ON CONTRACT

While everyone understands the importance of maintaining and improving facilities, the number and complexity of the solutions available can be mindboggling. MHEC contracts have hundreds of suppliers offering thousands of products to modernize and make buildings more efficient.

A well-built campus should last for many generations, and it will be maintained by an ever-changing team of staff. Often, before deciding on a new investment, it's invaluable to first get an objective, third-party appraisal of your existing physical infrastructure. To that end, MHEC recently added several new suppliers to our **Facility Maintenance and Energy: Assessment and Software contract (G29)**. Each has a unique approach to saving organizations time and money with large scale projects and ongoing maintenance.

Helping organizations navigate and track their energy use, **Energy Source** from Smithfield, Rhode Island specializes in managing all aspects

of projects involving power efficiencies, ecological solutions for new construction, and HVAC systems. They also have experience in finding financial incentives to offset project costs.

Similarly, **Fitzmeyer & Tocci Associates, Inc** from Woburn, Massachusetts helps organizations solve complex engineering challenges. Serving schools, healthcare, and the scientific industries, they combine a knowledge of mechanical, plumbing, fire & life-safety systems and are able to provide comprehensive plans to meet the needs of all sizes of institutions.

Before design documents are drawn up or options are narrowed down, **Performance Resource Partners** of Holbrook, Massachusetts offer in-depth assessment and benchmarking services to help organizations understand their existing infrastructure and operational systems. Serving universities (such as Harvard, MIT, Dartmouth and Yale), healthcare organizations, and public facilities across New England, they offer clear assessments and a pathway forward.

DIA MEDICAL'S TEACHING TUESDAYS

Public health is the main priority of any organization's facility manager, and keeping abreast of new trends and advancements in healthcare can be a fulltime job.

Dia Medical USA Equipment on the MHEC mattresses contract (C05) and Health and Safety contract (D32) offers a rich catalog of videos to help keep all kinds of managers up-to-date with

new technologies and techniques. Aimed chiefly at medical schools, there are product spotlights and news about industry trends that have broad appeal. Should your workplace purchase face protection? How can you customize a safe workspace? What are the advantages to buying vs renting a home hospital bed? To learn more, visit:

www.diamedicalusa.com/blog

SHATTER-FREE WINDOW SOLUTIONS



A wise person once said, “A room without windows is a closet.” As a general rule, the more windows an interior space has, the better. For light, warmth, and a connection to the outdoors, nothing beats a chair by the window.

Increasingly and sadly, though, many schools, municipal buildings, and other public spaces have seen a rise in crime, violence, and natural disasters.

As these organizations seek to safeguard their students and staff—including by implement active shooter mitigation measures—there are products that can keep the window views clear and unobstructed, but also impenetrable.

Window Film Depot is a national distributor and installer of three different products designed to strengthen existing windows and add significant protection. They are represented on the MHEC contract for **Fire/Security/Emergency Communication: Equipment, Service & Supplies (E05)**. Window Film Depot has multiple locations in all New England states.

To protect against glass shattering during a natural disaster or an explosion, they offer **3M™ Scotchshield™ Safety & Security Window Films**. Along with reinforcing a window’s strength, these films offer UV protections to help protect interiors from fading.

For even greater protection, there’s **BulletShield™ Ballistic Panels**. Unlike a film, BulletShield is a clear, polycarbonate shield mounted over existing windows and glass doors. Referred to as “body armor for windows,” this product is bullet-resistant.

The DefenseLite™ Forced Entry Glazing Solution combines a UV coated polycarbonate shield with proprietary anchoring mechanisms. This hybrid solution makes existing windows and doors 250 times stronger than glass alone. Videos on their website show how the product doesn’t just delay potential intruders, but stops them. Please visit www.windowfilmdepot.com for more information, and remember to tell them MHEC sent you!



coming in April:
on the move!

spring has sprung

New Englanders end
their hibernation and

the great migration
begins

birds flock north

students go any-
where else

wherever you're
heading...

...MHEC contracts
have you covered!

in the next issue of
1st Monday!

15

simple. savvy. diverse.



march's featured products!

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JUST IMAGINE WHAT WE CAN DO YOU FOR YOU.

Performance Resource Partners has saved more than 90 colleges and universities up to 30% in operational costs with tailored, targeted solutions.

Contract: MC-02-G29

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WBENC

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Expires June 15, 2023.



**Special Offer
for MHEC Members!**

**Get a \$500 rebate with the
purchase of a Spot Vision Screener.**

Reference MHEC Contracts B14 or D32

Offer expires 3/31/2023. To be eligible for offer, customer must purchase a new Welch Allyn Spot Vision Screener (*qualifying School Health part numbers: 1041132, 1003001, 1006090, 1007189, 52890, 1035686, 1040069, and 1003012SP). All customers must submit a W-9.

Massachusetts Spot Vision Screener Kit
Pre-K & Kindergarten..... **1040069** \$8,578.50



866-323-5465 | SchoolHealth.com

MHEC Contract C07 Promotion includes Altitude®, Mural™, Radii™, Align™, Structure™, Social Collaborative, Evo™, O6™, Pli™, Gunlocke® Silea™ and Liv.

Purchase top-selling
Allsteel products with
an additional
discount of 1% to 14%
off for a limited time.

Click here, or visit the C07
landing page to learn more!



Allsteel®



simple. savvy. diverse.



An easier way for Members to shop!

i-buy marketplace™, MHEC's new e-commerce site, simplifies purchasing for MHEC members. Like on other online shopping sites, **i-buy** members can now compare products, pricing, brands, and suppliers. Even better, teams can now collaborate on purchasing, suggesting items for evaluation and discussion. Now, with **i-buy marketplace™**, MHEC members have a tool that can serve as a "one stop" shopping experience.

Webinar Training Schedule: Early Spring 2023

There is just one i-buy webinar scheduled in February with more coming in March and throughout the spring.

ALL WEBINARS
ARE OPEN TO
ALL MEMBERS!

Wednesday,
March 8, 1:00 pm

Wednesday,
March 22, 1:00 pm

Wednesday,
April 5, 1:00 pm

Keep an eye out for emails for
registration instructions.



Each webinar is free and open to all members. The presenter will walk through how the software works, highlighting its different features. Afterwards, there is a Q&A discussion about how i-buy can be of value to our different members—K-12 Schools, Municipalities, Higher Education, and Libraries.

simple.

- search, point, click, fill your cart, and pay
- buy from multiple contracts, using the same shopping cart
- use credit card, P-card, receive a purchase order, or get a quote – your order, your way
- have big plans for a custom project? request multiple quotes here!

savvy.

- rely on suppliers vetted by MHEC's experienced strategic sourcing managers
- conduct product comparisons
- make informed purchasing decisions

diverse.

- use any of our 50+ contracts
- choose from 700+ vetted suppliers
- search 25,000+ products/services
- find disadvantaged businesses with i-buy's classification filter

Meet MHEC In Person!

Come visit us at these upcoming events:

March 10

METAA
Hopkington, MA

March 27

AISNE Business Officers Retreat
Babson College
Wellesley, MA

April 23

Rhode Island League
of Cities and Towns
Warwick, RI

April 27

CASBO
Plantville, CT



MARCH CONTRACT ADDENDUMS

D05- Life Science Research - Equipment, Chemicals, Supplies & Services

- The contract has been extended until June 30, 2026. Effective March 1, 2023 Bio Corporation is no longer on contract.
- Effective March 1, 2023 Carolina Biological Supply has increased their free shipping threshold to two hundred and fifty dollars.

D25 - Laboratory & Science Equipment, Supplies, Services & Chemicals

- Effective January 31, 2023 Sigma-Aldrich is no longer on contract.
- Effective March 1, 2023 Carolina Biological has increased their free shipping threshold to two hundred and fifty dollars.
- Effective April 1, 2023 Nikon Instruments will implement a price increase.
- Effective March 1, 2023 Air Master Systems Corp is no longer on contract.

F14 - Network Infrastructure & Management Services

- As of February 3rd 2023 Century Link (Lumen) now has power allocation for colocation services on contract. Please see contract price list for rates.

G11 - Flooring

- Shaw Industries has provided an updated dealer list which has been incorporated into the contract.

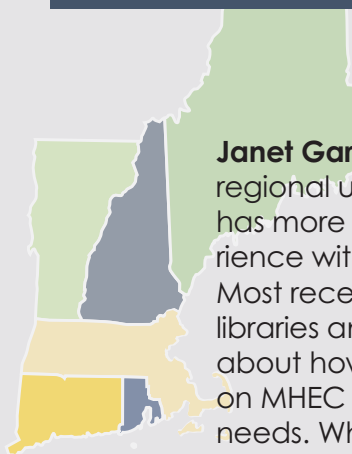
G13 - Moving and Storage

- This contract has been extended for a period of 9 months and will end on November 30th 2023. William B Meyer is suspended from the contract effective March 1st 2023 awaiting their signature of said extension. ABC Moving and Storage has also updated their pricelist, effective March 1, 2023.
- Effective immediately, William B Meyer is reinstated to the contract.

G17 - Custodial Cleaning Equipment and Supplies

- Milhench Inc. DBA Milhench Supply Co., has updated its pricing effective March 1, 2023.
- Effective immediately, Swish White River Ltd has been added to the contract.

Where in the World is Janet Garabedian?



Janet Garabedian has worked with regional universities since the 1990s and has more than two decades experience with New England nonprofits. Most recently, she has been helping libraries and municipalities to learn about how the products and services on MHEC contracts can meet their needs. Whether your organization is in

Maine or Rhode Island (or somewhere in between), Janet is happy to pay you a visit, too. Maybe she can add you to our constellation of new members next year.

To schedule your own in-person or virtual meeting with Janet, email her:

jgarabedian@mhec.net

EXPO 2023!



Mark your calendars:

Thursday, September 21

DCU Center
Worcester, MA

MHEC Expo 2023

MHEC's annual Expo offers our members a front row seat to demonstrations, exhibitions, and opportunities to talk directly to our contracted suppliers and other members. Last year was a tremendous success and already supplier registrations are strong. **See the list to the right of which suppliers and their contracts are already planning to be there.**

Member registration for this event will be announced later in the spring with a drawing for early bird registrants.

But remember: the 21st of September!

AIS	C07	Port Lighting Systems	B11, C04
BCM Controls Corporation	E05	Premier Park & Play	B14
BELFOR Property Restoration	G32	PSI Storage Products	G19
Betts Plog & Heating Supplies	G14	Red Thread	C07
Bourdons Institutional Sales	C05	Robert H. Lord Company	C07
CAVT Solutions	B11	Robert Half	S04
Conklin Office Furniture	C07	Savoy Contract Furniture	C07
Connection Solutions	F22	School Health Corporation	D32
ENE Systems	E05	ServiceMaster Restore	G32
Epson America	F05, F07	Shaw Contract	G11
F.W. Webb Company	G19	Philadelphia Comm. Flooring	G11
Hampden/Zimmerman Electric	G19	Stay Visible	F11
Imprint Express	F11	STEELCASE	C07
Infrastructure Ltd.	G19	Tech Logic Corporation	L53
Integrated Security	E05	Tech Education Concepts	L54
J & J Flooring	G11	The Durkin Company	G17
M.E. O'BRIEN and Sons	B14	The HON Company	C07
Mannington Commercial	G11	Tremco Building Maintenance	G29
mediatechnologies	C07	VoDaVi Technologies	F05
Mitinet Library Services	L53	VS America	C07
Newcom Wireless Services	F05	WB Mtg.	C07
Nook Pod	C07	Whalley Computer Associates	F22
Norel Service Company	E05	Window Film Depot	C04
OFGO STUDIO Patcraft	G11	Winslow Technology Group	F05
Patcraft	G11	Workrite Ergonomics	C07