

# mhec 1st monday

monthly member digest  
september 2023

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

## EXPO 2023

### Autumn in New England

includes guide to  
**DEMONSTRATIONS & RAFFLES**

save  **MORE!**

bonus member discounts in september!

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see page 15 for details

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# welcome new members!

Each month, this publication provides our members throughout New England with a guide to our purchasing contract portfolio's different features. With more than 50 contracts designed for municipalities, schools, higher education, libraries, and other educational not-for-profits, there's a wide

spectrum of products and services available to our members—immediately and at a discount.

As informative as we hope this newsletter is, nothing can compete with an opportunity to meet directly with our suppliers themselves, ask questions, and inspect their wares yourself. That's what MHEC's annual Expo is all about.

Each fall, Expo offers our members an opportunity to see for themselves what the cutting edge

of the industry looks like this year. Whether it's robotics, 3D printing, or high-tech window film, suppliers provide hands-on demonstrations, showing visitors how they can take advantage of these advancements and many others.

If you haven't already, we encourage all members to register immediately and join us in Worcester, MA on September 21 at the DCU for Expo 2023: Autumn in New England.



Scenes from Expo 2022, Worcester, MA



Guilford Fair 2009, Guilford, VT

# expo!

Each year, to bring a sense of cohesion and fun to the event, MHEC's Expo has a theme. And in the months leading up to Expo each year, MHEC staff vigorously debates what the theme should be and how we should celebrate it.

Last year, we chose **the 1970s** to celebrate the decade when our organization was created. In the year prior to the pandemic, we joined Dorothy and Toto for a trip to **the Wizard of Oz**.

There were a lot of intriguing suggestions this year, but ultimately we wanted to honor the region we serve and the time of year many think we shine the brightest.

To us, "**Autumn in New England**" was ripe with opportunity. It might mean harvest season—an afternoon picking apples and pumpkins—or it might mean trick-or-treating on a moonlit night.

For many of us, though, the fall starts the moment we smell the sweet combination of fried dough, popcorn, corn dogs, and cotton candy. Winning a blue ribbon for grandma's raspberry preserves, or taking a ride on the Ferris Wheel is what comes to mind when we think of this time of year in the north-east.

Just like some kind of harvest festival, we hope Expo will offer our members a chance to truly appreciate all of what our suppliers have been working on during the year. Everywhere you look, you'll find updates, enhancements, and wholly new products and services tailored for the needs of New England not-for-profits.

With more than 150 exhibitors, there will be plenty to see, and listed in this issue of **1st Monday** is a selection of the demonstrations and raffles that will be on hand (page 10).

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EXPO Grand Prize





# EXPO•2023: Autumn in New England

September 21, 2023 • DCU Center • Worcester, MA  
Free to Members! • Click [HERE](#) to Register

**REGISTER TODAY** to be ELIGIBLE FOR OUR GRAND PRIZE RAFFLE (see back cover)

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 of suppliers already planning to be there and their contracts on the facing page.**

To learn more about this event and the grand prize raffle, please visit our website:

**[www.mhec.net](http://www.mhec.net)**

## **BENEFITS TO MEMBERS FOR ATTENDING**

- FREE registration
- FREE parking
- FREE catered breakfast & lunch
- meeting 180+ suppliers on MHEC contracts
- gain product knowledge to make better buying decisions
- see demonstrations to gain a practical understanding of value
- networking with peers from across New England
- raffles & prizes for attendees
- grand prize drawing



# SUPPLIERS EXHIBITING AT EXPO 2023

4imprint	F11	Galaxy Integrated Technologies	E05	PSI-NE Storage Products	G19
Action Apparel	G12	Go Graphix	G24	PS Furniture	C07
Advizex / Fortinet	F05	Guardian Energy Mgmt Solutions		Razz-m-Tazz Promotions	F11
Airex Filter Corporation	G19		G03, G29	Red Thread	C07
AIS	C07	Great Openings	C07	Robert H. Lord Company	C07
AlliedUSA Furniture	C07	Gronk Fitness Equipment	B14	Robert Half	S04
Alumni Classroom Furniture	C07	Gynmasium Floors	G11	RT London	C07
AmTab Manufacturing	C07	Hampden/Zimmerman Electric	G19	Savoy Contract Furniture	C07
Anixter	E05	Henry Schein	D32	Sauder Education	C07
Anonymous Alerts	E05	Hertz Furniture	C07	Scholar Craft Products	C07
B2Q Associates	G29	Hillyard	G17	School Health Corporation	D32
BCM Controls Corporation	E05	The HON Company	C07	ServiceMaster Restore	G32
B&G Restaurant Supply	A01	Imprint Express	F11	Sharp Electronics Corporation	F07
B&H Photo Video	B11	Industrial Pump Sales and Service	G03	Shaw Contract	G11
BANKW Staffing	S04	Infrastructure	G19	Sitterly Movers	G13
Banner Systems	G17	Ingram	L51	Smith System	C07
Barbizon Light of NE	B11	Insight Financial Services	F19	Silver Screen Design	F11
BELFOR Property Restoration	G32	Integrated Security Inc.	E05	Stay Visible	F11
Betts Plumbing & Heating Supply	G14	Integrity Contract Office	C07	STEELCASE	C07
Bourdon's Institutional Sales	C05	IRN - The Reuse Network	G25	Strata Information Group	S03
C & C Janitorial	G17	J & J Flooring	G11	Suburban Office Products	F15
CASPR	D32	Johnson Controls Fire Protection	E05	Sunshine Sign Company	G24
CAVT Solutions	B11	KI	C07	SurfaceWorks	C07
Celltreat / Krackeler Scientific	D25	Krug	C07	Taplin Yard, Pump & Power Equip.	G02
CBTS	F05	Lakeshore Learning Materials	F15	Tarkett	G11
CCS Presentation Systems	B11	Lexington Group	C07	Tech Logic Corporation	L53
Cintas	G12	M.E. O'BRIEN AND SONS	B14	Technology Ed. Concepts	L54
Coast Maintenance Supply	G17	Mannington Commercial	G11	Thomas Scientific	D25
Collins Mfg	C07	MassCor Industries	C05	Toshiba Business Solutions	F07
Comcast Business	F14	Matter Surfaces	G11	Total Fitness Equipment	B14
Conklin Office Furniture	C07	Mediatechnologies	C07	Top Notch Supply	G17
Connection Public Sector Solutions	F22	MetaBIM	G29	Tremco Roof & Build Maint.	G29
Creative Office Resources	F05	Meteor Education	C07	Tucker Library Interiors	C07
Custom Chemical	G17	Milhench Supply	G17	US Bedding	C05
Demco	L05	Mitinet Library Services	L53	Vertical Communications	S03
DGI Communications	B11, F14, G24	Monitor Equipment	C07	VoDaVi Technologies	F05
DiMauro Carpet and Tile	G11	National Library Relocations	G13	Via Inc.	C07
Dugmore & Duncan	G19	Needham Electric	G19	Viking Controls	G03
The Durkin Company	G17	Newcom Wireless Services	F05	Virco	C07
Ecologic Furniture	C05, C07	Next-Gen Supply Group	G17	VS America	C07
This End Up Furniture	C07	NGS	C04	VWR	D25, D32
ENE Systems	E05	Nook Pod	C07	Wallpaper City	C04, G19
Enterprise Holdings	L02	Norel Service Company	E05	WB Mtg.	C07
Environmental Disinfection Solutions	D32	Oak Security Group	E05	Whalley Computer Associates	F22
Epson America	F05, F07	The Ockers Company	B11	Wilkem Scientific	D25
Fastenal	G19	OFGO STUDIO	C07	Window Film Depot	C04
Fellowes	C07	Patcraft	G11	Winslow Technology Group	F05
Filter Sales & Service	G17, G19	Palmieri Furniture	C07	Workplace Resource	C07
Fire Equipment	E05	Philadelphia Comm. Flooring	G11	Workrite Ergonomics	C07
First American Ed Finance	F19	Port Lighting Systems	B11, C04	Xerox Corporation	F05, F07
Fleetwood Furniture	C07	Premier Park & Play	B14	Zmetra Clearspan Structures	B15, G32
Foliot Furniture	C07	Printer Pro Solutions Inc.	F07		
F.W. Webb Company	G19	Pro AV Systems	B11		

# AUGUST CONTRACT ADDENDUM

## F14: Network Infrastructure & Management Services

- As of August 9, 2023 Windstream has removed the UCaaS Mitel offering from the managed services and voice services categories. All pricing and terms remain firm.

## G17: Custodial Cleaning Equipment and Supplies

- Effective August 1, 2023, Milhench, Inc. has updated their price list.
- Effective August 1, 2023, Noble Supply & Logistics is no longer on contract.

## G29: Facilities: Maintenance and Energy: Assessment and Software

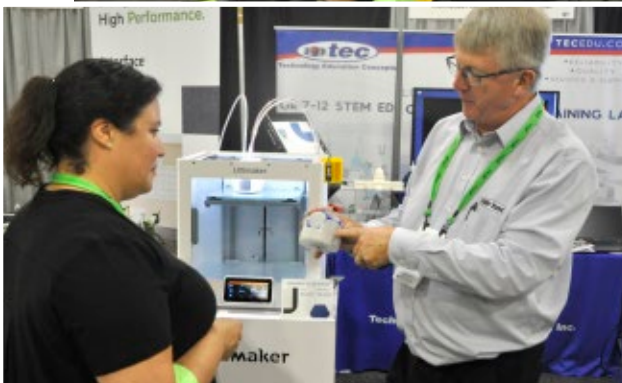
- Effective September 1, 2023, METABim, Inc. has updated their price list.

## G03: HVAC, Motors, Pumps, Compressors, and Controls, & Services

- Effective August 21, 2023, Noble Supply & Logistics is no longer on contract.

## G19: Facilities: Maintenance, Repair, & Operation

- Effective September 1, 2023, MSC Industrial Supply Company has updated their price list.



*Expo is all about members experiencing what MHEC has to offer in person.  
Pictures from Expo 2022.*



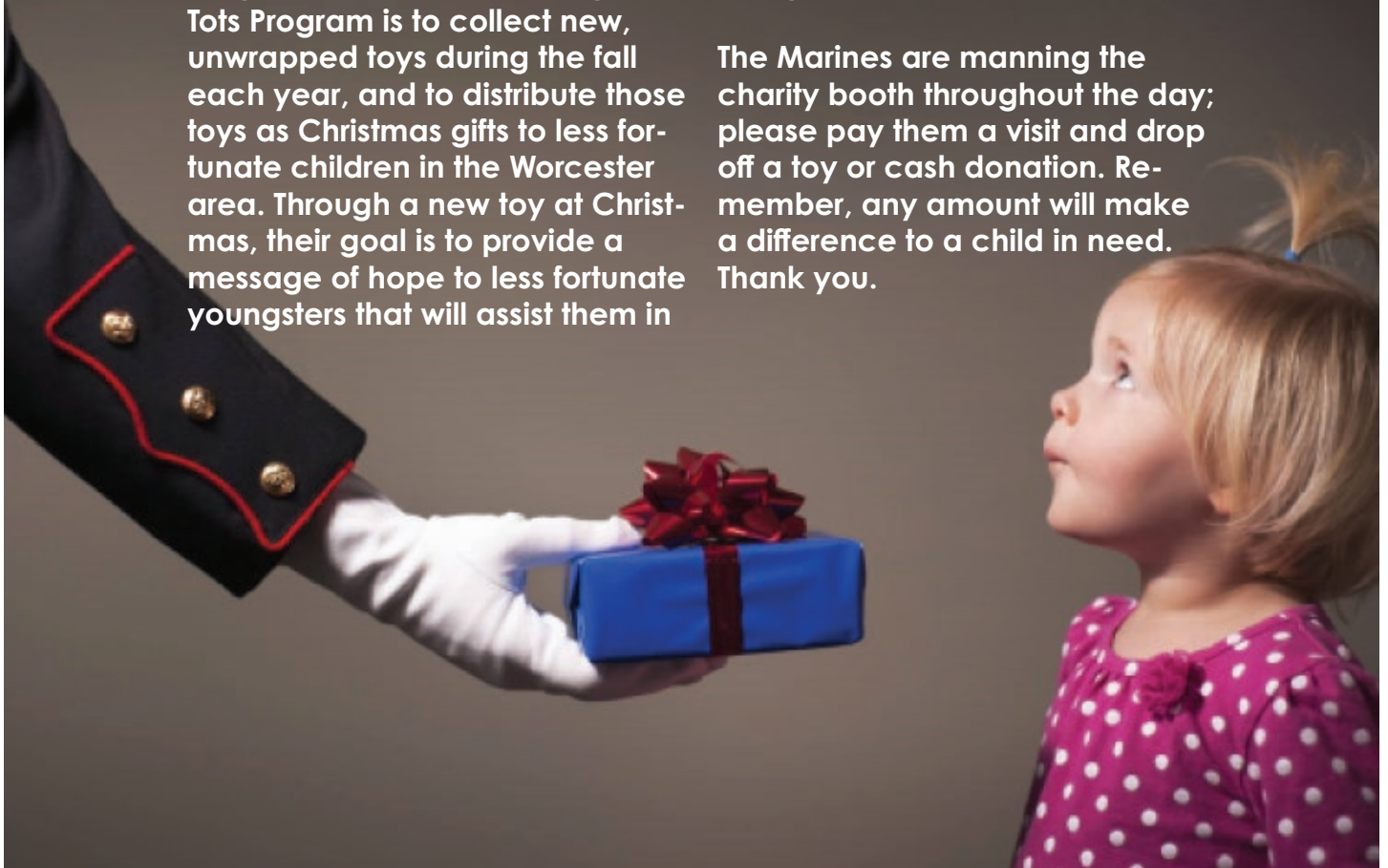


MHEC continues its' tradition of supporting Toys for Tots as our EXPO charity. We agree with the Toys for Tots program's belief that children are one of our nation's most valuable resources. We are asking exhibitors and attendees to join us in donating to this important program.

The mission of the U. S. Marine Corps Reserve Worcester Toys for Tots Program is to collect new, unwrapped toys during the fall each year, and to distribute those toys as Christmas gifts to less fortunate children in the Worcester area. Through a new toy at Christmas, their goal is to provide a message of hope to less fortunate youngsters that will assist them in

becoming responsible, productive, patriotic citizens.

The Marines are manning the charity booth throughout the day; please pay them a visit and drop off a toy or cash donation. Remember, any amount will make a difference to a child in need. Thank you.



# 2023 EXPO: DEMONSTRATIONS AND RAFFLES



MHEC's EXPO provides members a chance to engage with technology first hand, ask questions of the experts, and compare items with other offerings. To encourage interest and interaction, some suppliers offer their own raffles. An overview of some of the upcoming demonstrations and raffles appears in the following pages. (Image from 2022)

## Demonstrations

### **Anonymous Alerts, LLC**

Booth: 908, Contract: E05

Demo

#### **Anonymous Alerts, Smart Button, K12 Alerts**

A demonstrations will show:

- Anonymous incident reporting system that allows students to share issues and concerns with school officials and engage in a two-way dialogue to share additional information.
- Panic escalation application allowing staff members to send emergency alerts to school officials, who in turn, can send broadcast notifications for urgent situations to groups of staff users.
- Messaging and communications platform allowing school officials to send voice, email, and text message notifications to groups of students, parents, and staff members of a school community.

### **CCS Presentation Systems**

Booth: 805, Contract: B11

Demo

#### **Sony SRG-A12 Auto Framing Tacking Camera**

A demonstration of the revolutionary PTZ Auto Framing technology powered by built-in AI analytics ensuring high-quality composed shots without an operator

#### **Barco ClickShare**

Learn how Barco ClickShare is the ultimate collaboration experience in just one click. Walk into a meeting room with your laptop and the system automatically wakes up. You're wirelessly connected to the central screen, camera and speakers. In one click you start your meeting. People joining remotely feel as present as the people on site. Your hybrid teams are happy and engaged.



## Epson

Booth: 717, Contracts: F05, F07, B11  
Demo

These technologies will be demonstrated, including the following features:

### Epson ST-4000 Color MFP

- Includes up to 2 years of ink in the box
- Savings of up to 90 percent with low-cost replacement ink bottles vs cartridges
- 2-Year limited warranty

### Epson 800F Ultra Short Throw Laser Projector

- Large image size up to 130" Diagonal
- Value Price Point \$2,300
- 5-Year Advanced Replacement Warranty

### Robotics Technology

- Expertise in automation solutions in manufacturing
- Easy to deploy, use and maintain in your learning environment
- GYROPLUS Technology for precision, repeatability, optimized cycle times with a smaller footprint

## Technology Education Concepts, Inc.

Booth: 606, Contract: L54  
Demo

### GCC Laser Engravers

Stop by our booth to create your own customized laser engraved drink coaster!

- Powerful, professional features with an easy workflow for creating spectacular engraving and cutting results
- Compact, rugged design with excellent safety features
- Reliability you can count on and local professional support if you need us!



**Make Your Own  
Drink Coaster  
at Booth 606!**



**GCC**  
LaserPro



**Technology Education Concepts**

# Demonstrations continued

## Wesco

Booth 817, Contract E05

Demo

### Torus Electronic Key Cabinets

- The most secure and easy-to-use key management system
- Achieve rapid ROI and eliminate wasted costs and frustration
- Torus enables remote management of each key cabinet from anywhere, anytime.

Stop wasting time handing out keys, searching for lost keys, or re-keying. Our cutting-edge key management system automates the key management processes, reducing your risk and administrative burden while improving their security and organizational efficiencies. Giving you the seamless visibility, insight, and accountability you need to remotely secure, administer, issue, monitor, and track your keys from any web-enabled device without ever having to visit the cabinet physically.



### Window Film Depot/Impact Security

Booth: 903, Contract: E05

Demo

#### 3M Ultra Security film

- 8-mil clear security film with heavy duty 3M adhesive to hold glass together in an attempted break-in
- Buys the client time to respond
- Available in clear or tinted depending on need
- Video demonstrates attempted break-in or intrusion

#### DefenseLite/BulletShield

- DefenseLite Pro is an extra protection security glazing system that installs over commercial windows and door glass, creating greater protection that's meant to prevent forced entry through existing glass.
- Video demonstrates attempted break-in or intrusion



# Demonstrations and Raffles

## Guardian Energy Management Solutions

Booth: 524, Contract: G03

Demo and raffle



### EV Charging Stations

Guardian Energy provides turn-key solutions and technologies to optimize energy usage, reduce environmental impact, and increase efficiency. Visit their booth to learn how you can achieve your commitment to sustainability and environmental stewardship with EV Charging Stations. Benefits include:

- Environmental Benefits
- Revenue Generation
- Community Engagement
- Increased Foot Traffic



Guardian Energy is also raffling an **Apple Watch**.



## Krueger International Brands, Inc. (KI)

Booth: 211, Contract: C07

Demo and raffle

### Wiggleroom Pod

WiggleRoom pods offer a distraction-free space amidst active spaces such as innovation centers, libraries, cafés, and corridors



### School Health

Booth: 407, Contract: D32

Demo and raffle

### Mobilize Comprehensive Rescue System, a compact rescue system, and the mobile app

The Mobilize Rescue System will be demonstrated. It is the only interactive trauma and first aid system capable of helping untrained bystanders assess, manage, and monitor a spectrum of medical emergencies. The interactive app is designed by experienced medical providers to place the highest accepted standards of emergency medical care in the hands of the everyday person.

School Health will also raffle off a **Wine basket**.

## WB Manufacturing LLC

Booth: 710/712, Contract: C07

Demo and raffle

### Elevate Weston Student Desk

The features of the desk and its many different uses will be demonstrated and a desk will be raffled off. Features include:

- Collaborative shaped laminate top with LOTZ Armor Edge Finish
- Available with Grand Hank glides and locking caster options
- Pneumatic sit to stand option for any classroom

# Raffles

## 4imprint

Booth: 420/422, Contract: F11  
Raffle



### Basecamp Throne Chair

Designed for long-lasting use. Features a large insulated cooler compartment and additional storage and accessories on the exterior of chair.

### Arctic Zone Titan Thermal HP Mug - 20 oz.

Custom Arctic Zone® mugs are made from double-wall stainless steel with 91% recycled content.

### Ultra Plush Blanket

This Port Authority® blanket is made of ultra-plush polyester to be super soft and warm! Blankets are fully hemmed for added durability.

### Kent Spiral Notebook - 10" x 7"

This custom imprinted notebook is made from polyurethane and chipboard material and includes a double-spiraled binding.

## First American Commercial Bancorp

Booth: 426, Contract: F19  
Raffle

### Yeti Roadie Hard Cooler

Embrace the upcoming autumnal weather with the perfect addition to any Fall outing!



## F.W. Webb

Booth: 519, Contracts: G03 and G19  
Raffle

### DeWalt 8-Piece Combo Set

Includes drill/driver, impact driver, reciprocating saw, LED worklight, two battery packs, charger, contractor bag.

### Ecobee WiFi Thermostat

Includes a wall-mounted thermostat, Ecobee 3 Lite Amazon Echo and HomeKit enabled with WiFi Less Room Sensors.

## Lexington Group

Booth: 218, Contract: C07  
Raffle



### Laguna Table Lamp

The Laguna Table Lamp provides a softly diffused light and casts a warm light on its surroundings. It features a hand-blown glass diffuser mounted on a raised aluminum base. Made in Italy.

## Viking Controls

Booth: 808, Contract: G03  
Raffle

### iPad Mini with Folio Cover

This iPad will be a great tool for your remote connection to your building automation system (64GB Wi-Fi only).

## Premier Park & Play

Booth: 410, Contract: B14  
Raffle

### Dunkin Donuts Giftcard

\$25.00 gift card to Dunkin (to be awarded and sent after the conference)

### Yardzee

A giant outdoor Yatzee game.





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**Celebrating 28 Years**



# EXPO 2023 SPONSORS

## Supporting the features attendees love!


Our sponsors this year are bringing back the features that have been attendee favorites over the lifetime of MHEC's Expo. Plan on visiting these suppliers and hear what their products and services have to offer your organization!

**Platinum Sponsor**



Booth 504

**Diamond Sponsor**



Booth 404

**Gold Sponsor**



Booth 703

**Gold Sponsor**



Booth 604

**Gold Sponsor**



Booth 304

**Gold Sponsor**



Booth 1012

**Gold Sponsor**



Booth 603

**Gold Sponsor**



Booth 904

**Bag Sponsor**



Booth 704

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Booth 403

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Booth 803

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Booth 903

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WWW.PRPCONSULTANTS.COM

## Epson Buy 10 Get 1 Free

Purchase ten (10) of the same qualifying Epson Business Supertank printers between March 1, 2023 and Sept 30, 2023 and receive one (1) more of the same printer purchased, by mail\*.



EPSON®

\*Restrictions apply. Click banner to download full details.

Reference MHEC Contract #MC13-F05 or #MC15-F07 for a list of Authorized Epson Dealers

<https://epson.com/MHEC-F05>  
<https://epson.com/MHEC-F07>

save MORE!

september's featured discounts!

# GRAND PRIZE



**Thursday, September 21 • DCU Center, Worcester, MA**

To celebrate this year's Autumn in New England theme for the MHEC EXPO 2023, we're raffling off a one-of-a-kind New England experience:

Tickets for a pair of Great Seats at Gillette Stadium for  
**NEW ENGLAND PATRIOTS vs BUFFALO BILLS**

**October 22, 1:00 pm!**

MHEC members who register AND attend Expo 2023 will be eligible to win this prize. The raffle will be held and winner announced at EXPO. If the person whose name is drawn is not present at the DCU at that time, another winner will be selected.

To register and learn more  
about EXPO 2023  
please visit  
our website:

[EXPO2023 Page](#)