

# mhec 1st monday

monthly member digest  
november 2023

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

## When what's inside matters...

## ...mhec contracts deliver

*...for lecture halls, labs, lobbies,  
lunch rooms, bath rooms, classrooms,  
kindergartens, kitchens, dorms, residence halls,  
offices, studios, workshops, libraries, museums, and more!*

save  **MORE!**



savings beyond contract!

see page 12 for details

simple. savvy. diverse.

# welcome new members!

Each month, this publication provides our members with news, updates, and information about our portfolio of purchasing contracts and other benefits of working with New England's premier purchasing consortium. With more than 50 contracts and hundreds of suppliers, MHEC wants **1st Monday** to help you find what you're looking for.

As the temperatures take a dive and everyone in the northeast heads inside to get ready for the snow, we thought it would be a good time to share something of the wide array of options we have to help you furnish your interiors.

Serving New England's universities, schools, cities, towns, and libraries for almost 50 years, we understand the very many different settings and situations our members do their work in. We have multiple options available for everyone to help you keep

your staff, those you serve, and yourselves comfortable, safe, and productive.

Along with the complete supplier listings for those contracts having to do with interior furnishings, this issue offers a very small sampling of some of the kinds of products and suppliers available to all MHEC members.

Below, you'll find an index of these galleries and the facing page includes an overview of the contracts.



*school furnishing samples  
page 8*

*workspace furnishing samples  
page 10*



*lounge furnishing samples  
page 11*



# interior furnishings

Finally, it's safe to take the air-conditioners out of the window, fire up the furnace, and hunker down inside. Another New England winter is upon us all, and it's time to give serious thought to interior furnishings. MHEC has you covered on all fronts.

Maybe it's time to replace that buzzing microwave with the dial, or the refrigerator in the dorm kitchen needs an upgrade. Our contract for **Appliances, Air Conditioners, Food Service Equipment & Laundry Equipment, Supplies and Services (A01)** is likely to have exactly what you need to replace a couple items, or have maintenance done on a whole building full of outdated equipment.

As technology transforms our environments with wall-sized screens, interactive kiosks, and LED lighting options, our contract for **Multimedia Equipment & Services (B11)** can help help members master the many options out there.

The **Signage (G24)** contract helps our members make their organizations stand out. This might

be as simple as a nameplate, or as complex as a building marquee or wraps for your fleet of vehicles.

If you have short-term needs for a big event—you need to rent a tent, or have someone help you throw a convention—the suppliers on our contract for **Event Equipment Rentals (B15)** can take on all sizes and kinds of engagements.

The **Windows, Window Treatments and Curtains (C04)** and the **Mattresses & Hospitality (C05)** contracts should be of anyone with windows or a bathroom (in other words: everyone!). Similarly, our **Flooring (G11)** contract provides many options for improving all kinds of spaces.

But what of chairs, desks, stools, benches, and sofas? Glad you asked! The MHEC contract with far and away the most options on it is **Furnishings & Accessories (C07)**. With more than a hundred suppliers represented, the options are as stunning as the number is staggering. To give a sense of what's available, we've devoted several pages to sharing a selection.

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Coming in December



# NOVEMBER NEWS

## MHEC announces Member-Advisors



### ***MHEC invites architects, designers, specifiers, and OPMs to join us!***

MHEC has recognized that advisors (like architects, designers, specifiers, and OPMs) to its members play an important part in guiding members' purchasing decisions. Therefore, MHEC is inviting them to join us as **member-advisors**!

Once approved by MHEC, a company's member-advisor has the same online access as members. They can view our contracts, use our search tool, access contract information, and visit our contract landing pages. Member-advisors enjoy free registration and are invited to join us at MHEC's annual EXPO and other events, as well as educational opportunities.

The primary difference between members and member-advisors is purchasing privileges. Only members can purchase from MHEC contracts.

## SHARE THE NEWS!

If your member organization is working with an architect, designer, specifier, or OPM that qualifies as a member-advisor, please direct them to our website where they can find more information as well as a [Quick Start Guide](#) to getting registered.

For questions or for more information call:

**1-413-GET-MHEC**

or email

**ServiceDesk@mhec.net**

# NOVEMBER CONTRACT ADDENDUM

## **A01: Appliances, Air Conditioners, Food Service Equipment & Laundry Equipment, Supplies and Services**

- Effective 06/01/2022, Kittredge Equipment Company Inc is now Singer MA LLC.

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

- Effective 10/12/2023 Johnstone Supply of Waltham is no longer on contract.

## **G17: Custodial Cleaning Equipment and Supplies**

- This contract will extend for a period of two (2) years and will end on October 31, 2025. Mass Correctional Industries, Noble Supply & Logistics, and Simplex Janitorial Supplies are no longer on contract effective October 31, 2023. All terms and conditions shall remain firm.

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

- This contract is being extended for a period of eight (8) months from September 30, 2023, to expire May 31, 2024.

## **G31: Water, Filtration, Treatment Chemicals and Services**

- This contract will extend for a period of one (1) year and will end on October 31, 2024

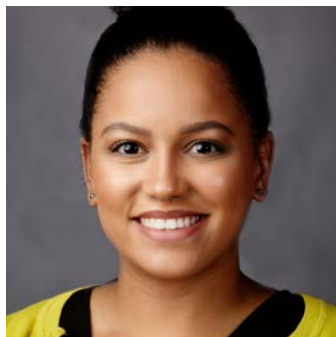
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## MHEC welcomes two new board members



**Ralph Johnson**  
**Executive Director of Campus Operations**  
**Amherst College**

As the Executive Director of Campus Operations, Ralph Johnson is responsible for Facilities Operations, Dining Operations, Rental Housing, Auxiliary Services, the Print and Mailing Center, and Procurement Services across campus. Prior to Amherst College, he was in charge of procurement for the historic Morehouse College in Atlanta.



**Jannelvy Martinez**  
**Purchasing Agent**  
**City of Lawrence**

A graduate of the University of Nevada, Jannelvy Martinez began her career in sports administration. During the pandemic, she returned to her home town of Lawrence, Massachusetts and became the city's purchasing agent. "Implementing proper procurement procedures and being a good steward of my fellow taxpayer's funds has brought me great joy and purpose."

# interior furnishings

For most of us, whatever we do, the majority of our time is spent indoors. Whether in a formal or casual setting, at work or at play, the quality of our environment figures heavily in our productivity and enjoyment of the time spent.

With so many variables and options, dialing in the best combination can be overwhelming. And then, once the right mix is found—the best balance between flooring, furniture, surfaces, lighting—all elements need to be able to with-

stand sometimes very heavy use under a variety of conditions. Maintaining those interiors can be almost a full time job, all by itself.

Along with a robust contract specifically for **Furnishings & Accessories (C07)**, we offer solutions for appliances, multimedia equipment, bedding, and signage. Please, take a look.

For interior furnishings ... **MHEC contracts have you covered!**

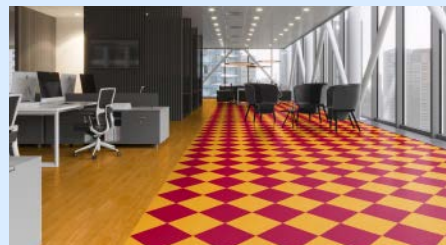
## INTERACTIVE SHOPPING OPTIONS

Before the pandemic, there were already some online tools to help purchasers, architects, and designers discuss and plan remodeling projects. When it became impossible to meet in person, though, these interactive tools became even more robust. Nothing beats being able to see real materials in the actual space and lighting conditions, but these tools can help get the discussion well underway before that happens.

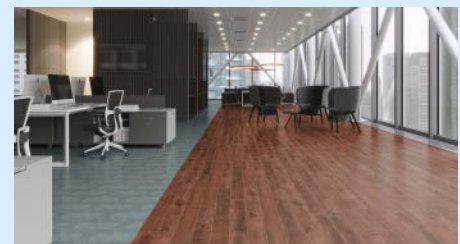
Many of our suppliers provide these kinds of interactive applications on their sites; the following are a few tools that our members have found useful.

Flooring companies such as **Mannington**, **Tarkett**, **J&J Flooring**, and **Shaw** offer visualizing tools that can show you how different patterns and combinations will look in your own spaces. With the ability to fine-tune the pattern colors, and control over the shape and orientation of the tiles, the results are stunning and instantaneous. You can save presets to share with your staff and designer.

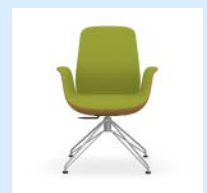
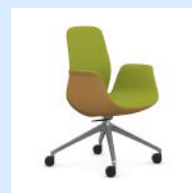
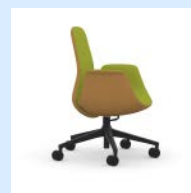
Similarly, it's now possible to do the same with furniture. **9to5seating.com** has more than two dozen chairs you can customize to your heart's content. Different models have different options, but between the fabrics and different stands, there are thousands of possibilities.



***mannington.com***



***9to5seating.com***





# INTERIOR FURNISHING CONTRACT LISTINGS

## **A01 Appliances, Air Conditioners, Food Service Equipment & Laundry Equipment, Supplies and Services**

B & G Restaurant Supply  
GE Appliances  
Microfridge  
Singer MA

## **B11 Multimedia Equipment & Services**

Adia  
ATC Audio  
ATR Treehouse  
B & H Photo Video  
Barbizon Light of New England  
CAVT Solutions  
CBS Connecticut Business Systems  
CCS Presentation Systems  
CDW Government  
Communique No. 1  
Connection Public Sector Solutions  
DGI Communications  
Norseman Audio-Video Systems  
Northeast Digital Integrators (NEDI)  
Ockers Company  
One Diversified

Port Lighting Systems  
Pro AV Systemsx  
Red Thread  
Theatrix  
USI Education & Government Sales  
Wassmann Audio Video  
Whalley Computer Associates

## **B15 Event Equipment Rentals**

ATC Audio  
Capital Convention Contractors  
Christian Party Rental  
Down Right Productions  
The Event  
Theatrix  
United Site Services Northeast  
Valet Park of America  
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**

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



# INTERIOR FURNISHING CONTRACT LISTINGS

## C07 Furnishings & Accessories

9to5 Seating  
Academia Furniture  
Agati  
AIS  
Allied Plastics  
Allseating  
Allsteel  
Alumni Classroom Furniture  
AmTab Manufacturing Corporation  
Aurora Storage Products  
BioFit Engineered Products  
Blockhouse  
Borgo Contract Seating  
Brodart  
Claridge Products and Equipment  
Collins

Columbia Manufacturing  
Commercial Furniture Group  
Conklin Office Furniture  
Creative Office Resources  
Custom Educational Furnishings  
DCI  
Donnegan Systems  
Earth Safe  
Ecologic Furniture  
Egan Visual  
Energy Products Distribution  
ERG International  
ESI Ergonomic Solutions  
Exemplis  
Fleetwood Group  
Foliot Furniture  
Fomcore

Formaspace  
Global Industries  
GMI Companies  
Great Openings  
Green Furniture Concept  
Hale Manufacturing Company  
Haskell Education  
Haworth  
Hertz Furniture Systems  
Hightower  
Humanscale Corporation  
Indiana Furniture Industries  
Integra  
Interior Design Solutions  
Jasper Group  
Jonti-Craft  
Keilhauer

*continues on page 10...*

## School Furnishings Samples



*Genci.02  
seating for 16 to 20  
from NorvaNivel*



*Flowform® Learn Lounge Double Seating  
from Smith System*



*Hokki wobble stools  
from VS*



*Elementary school library by KI  
(Krueger International)*



# SELF-REUPHOLSTERED FURNITURE



Transformations Furniture's  
Ridge Sectional

Every year resident assistants and college staff ask the students in their care the same question: "You wouldn't treat your furniture at home that way, would you?"

Of course, they wouldn't.

But at college, furniture in common spaces can quickly show signs of use, occasionally from questionable behavior. Sometimes those coffee stains are never going to come out, and there's no hiding the tears or cigarette burns. With prospective families starting spring visits, the only solution is new furniture or reupholstering. You can't afford either.

Two suppliers, **Transformations** and **Trinity**, on MHEC's **Furnishings & Accessories (C07)** contract have developed a better way.

**Transformations** builds a wide range of furniture styles modularly. Chairs, loveseats, sofas, and sectionals are all built so they easily come apart. There are replacement coverings for each element, meaning if you only need to repair an arm or seat, you can.

**Trinity** is another supplier who follows a similar approach for their equally diverse range of furniture. They serve education and workplace clients, but also specialize in healthcare and senior living. The below Facelift Evolve Sleepover sofa provides guest a good night sleep and hosts peace of mind.



Right: Tano Asymmetrical Polygonal  
Tables from VS



Left: Res  
by Allseating

# INTERIOR FURNISHING CONTRACT LISTINGS

## C07 Furnishings & Accessories continued from page 8...

KFI Studios a dba of KFI Furniture  
Kimball International Brands  
Krueger International (KI)  
Krug  
Lakeshore Learning Materials  
Leeder Furniture  
Leland International  
Lexington Group  
LIAT  
LOFTwall  
Mamava  
Mediatechnologies  
MillerKnoll  
MityLite Tables  
Moduform  
Monitor Equipment  
MooreCo

National Public Seating Corp  
Neudorfer  
Nevins  
New England Woodcraft  
Nook  
NorvaNivel USA  
Nova Solutions  
OFGO  
OFS Brands  
Palmer Hamilton  
Palmieri Furniture  
Platinum Visual Systems  
ProQuip  
PSI New England  
R T London  
Red Thread  
Right Height Manufacturing  
Robert H Lord  
Sauder Manufacturing  
Savoy Contract Furniture

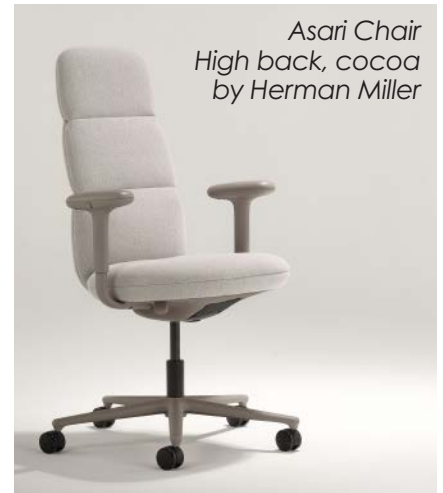
Scholar Craft Products  
School Outfitters  
ShuttleSystem  
Smith System MFG  
Source International Corp  
Spec Furniture  
Staples Business Advantage  
Steelcase  
STYLEX  
SurfaceWorks  
Swiftspace  
Tayco Panelink  
Teknion  
The HON Company  
This End Up Furniture  
TMC Furniture  
Transformations Furniture  
Trendway Corp  
Trinity Furniture  
Tucker Library Interiors

## Workspace furnishing samples

*JustBe — sideboards for two-sided organization with optional table connection by VS*



*Asari Chair  
High back, cocoa  
by Herman Miller*



*FrameWork  
by Agati*



*Likha Casegoods, modular AltusTask Office6  
by KI (Krueger International)*



# INTERIOR FURNISHING CONTRACT LISTINGS

Union Office Interiors  
VIA  
Virco Mfg  
VS America  
WB Manufacturing  
WB Mason  
Wenger  
Workplace Resource  
WorkRite Ergonomics

## G11 Flooring: Coverings and Related Supplies and Services

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

## 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 & Awning  
Scoreboard Enterprises  
Sign Design  
Spotlight Graphics  
Sunshine Sign Company  
Takeform Architectural Graphics  
WS Sign Design



*Affina lounge seating from KI comes in many different styles and colors*

## Lounge furnishing samples

*Molecule seating by Palmieri*



*Pira Lounge Chair by Acadia*



*The Essex Collection from DCI is made with zero-waste manufacturing*



save  **MORE!**  
TM

november's featured discounts!



**Unger**  
Clean better, safer, and faster with Unger!

**Unger Excella™**  
Clean floors twice as fast

**FREE\***  
Unger Excella Starter Kit 18"  
EFHC1  
(\$184 msrp value)

WITH PURCHASE  
TOTAL OF **\$1200**  
PROMO CODE: **MHEC-23A**



**STINGRAY**  
The Ultimate Indoor Cleaning Tool

**FREE\***  
Stingray Refillable System Kit 10'  
SRBK1  
(\$494 msrp value)

WITH PURCHASE  
TOTAL OF **\$2500**  
PROMO CODE: **MHEC-23B**

Contact your contract supplier or representative for additional information <http://wmcassociates.com/>

**MHEC Contract: G19**

\*Orders must be placed between November 1<sup>st</sup>-December 31<sup>st</sup>, 2023. Must ship by December 31<sup>st</sup>, 2023 to qualify. Based on invoice total after discounts. Normal distributor pricing applies. UPS orders only.

[ungerglobal.com](http://ungerglobal.com)

The following suppliers carry Unger products on contract: Casey EMI, C&C Janitorial Supplies, Hillyard, Next-Gen Supply Group, Richco Products, Swish White River, and The Durkin Company

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**Get a \$750 rebate with purchase of a Spot Vision Screener!**

**Plus, receive a FREE exclusive 5-year SmartCare™ Service when you purchase through School Health!**

**Reference MHEC Contracts B14 or D32**

Offer expires 12/21/2023. Offer is not valid on prior purchases. To redeem rebate, visit: <https://www.hillrom.com/SchoolHealth2023>. Other restrictions may apply. Please contact School Health for more details.



**866-323-5465 | SchoolHealth.com**

**MHEC wishes everyone a warm, festive Thanksgiving!**





**Technology Education Concepts**  
Authorized "Preferred" UltiMaker Reseller

**UltiMaker**

MHEC Contract #MC01-L54

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**10%  
OFF!**



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Hurry!

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www.TECedu.com

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NOV. 1 - NOV. 30

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DISCOUNTED  
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MHEC CONTRACT  
#MC15- L51

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- joinus@digitalhumanlibrary.com



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november's featured discounts!

13

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simple. savvy. diverse.



## C07: Furnishings & Accessories

Indoor and outdoor furniture, chairs, stools, benches, tables, desks, lecterns, lockers, lactation pods, privacy pods, white boards, etc. Design and refinishing services. Classroom, library, police and fire station.



### Rika Monzillo

Sr. Strategic Sourcing Manager  
MCPPO  
rmonzillo@mhec.net  
413-992-2506

### C07 has a supplier serving these states:

CT	ME	MA	NH	RI	VT
✓	✓	✓	✓	✓	✓

Every space is different. Every space has its own demands and conditions. Kindergarten reading corners. High school classrooms. Dorm rooms. Offices. Design studios. Workshops. Healthcare. Lobbies. Libraries. Public conferences and private study spaces. Indoors and outdoors.

Whatever space you're trying to furnish and whomever your organization serves, MHEC's contract for **Furnishings & Accessories (C07)** has you covered with over 120 suppliers with thousands of products and services available.



Nearly a third of the suppliers on the contract are diverse—small, woman-, or minority-owned—and many are your neighbors, living and working in New England.

Spread through the pages of this issue is a sampling of the many different kinds of furnishings offered. Pages 8-9

show some of what our suppliers offer kindergartens, gradeschools, and colleges. Selections of furniture for workspaces and lobbies, or common rooms are on pages 9-10. There are literally thousands of other options available through our suppliers' websites.

Environmental concerns are central to MHEC and many of the suppliers on the C07 contract build their businesses around eco-friendly solutions. The **Self Re-upholstered** feature on page 9 spotlights two such options, and another is **DCI**.



Based in Lisbon, New Hampshire, this small company produces furniture with hardwood foundations and nontoxi UV-cured finishes, assuring products that can be easily recycled. They also offer a recycling and removal program for existing inventories that need to be removed.



More about this contract can be found on the [C07 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 serves all sectors





## G11: Flooring: Coverings and Related Supplies and Services

Hardwood, carpet, carpet tile, ceramic/porcelain tile, stone, linoleum, mats, runners, vinyl. Office, classroom, dorm, gym. Moisture mitigations systems and turf. Design and project management.



### Luke Hoefler

Strategic Sourcing Manager  
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lhoefler@mhec.net  
413-992-2575

### G11 has suppliers serving these states:

CT	ME	MA	NH	RI	VT
✓	✓	✓	✓	✓	✓

Whatever your flooring need—hardwood, carpet, tile, stone, mats, or runners—our contract for **Flooring: Coverings and Related Supplies and Services (G11)** has you (and your surfaces) covered. Most of the suppliers on this contract are based in New England, and all have experience serving our members, whether you're a school, university, library, or municipality.

With so many versatile flooring options available these days—LVT, resilient sheet, non-vinyl resilient, rubber sheet, ceramic tile, stone, epoxy flooring, polished concrete—deciding what's right for your floors can seem overwhelming. To make the process of selecting and installing the right flooring option as easy as possible, several suppliers offer sophisticated online tools to help you both visualize the final product and estimate how much different options will cost. (To learn more about this feature, see our sidebar on interactive shopping options on page 6.)

In addition to making your interiors look sharper, there are options to help with moisture mitigation, static protection, acoustics, and non-slip surfaces. If your gymnasium is looking for a new floor, the contract includes multiple options from hardware flooring to artificial turf. Another supplier can help with maintenance issues, line-painting, and adding logos.

Along with digital tools to help you decide, the suppliers on this contract come with years of experience with design and installation. While it's possible to purchase coverings directly from a wide variety of resellers through our suppliers, the design services can help you weigh the many variables in making a long-term, sustainable purchase. Additionally, their installation staff can anticipate potential issues and prepare surfaces in advance so everything turns out as you expected the first time.



More about this contract can be found on the [G11 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 serves all sectors

# COMING IN DECEMBER 2023 in REVIEW

