

mhec 1st monday

monthly member digest
january 2024

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

All Systems Go!

**Motors, Pumps, Compressors,
Controls, HVAC and Services (G03)**

Facilities: Maintenance, Repair & Operation (G19)

save  MORE!

savings beyond contract!



see page 11 for details

simple. savvy. diverse.



As we usher in the New Year, we're working on a brand new look! Our newsletter is taking a short break to make way for a fresh chapter in our story. Stay excited and stay tuned - 2024 is bringing exciting changes your way.

Happy New Year!

2024



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All Systems Go!

These days, buildings are more complicated than ever. So many technologies are needed to keep facilities running efficiently. Oftentimes, there are systems for controlling other systems. Fortunately, from basement to chimney—and everywhere in between—MHEC contracts have your facilities covered.

With over 30 suppliers, the **G19 contract for Facilities: Maintenance, Repair, and Operations (MRO)** is an excellent place to start. Along with the expertise to take on projects, the contract also includes a number of national hardware and parts distributors.

Similarly, MHEC has contracts for managing the networks and software systems that monitor and manage facility controls. These include **Network Infrastructure & Management Services (F14)**, **IT Project Services, Business and Technical Services (S03)**, and **Facility Maintenance and Energy: Assessment and Software (G29)**. Each contract includes suppliers who can assess your current setup, make recommendations on

improvements, perform the installation, and train staff on maintenance.

For handling heating and air-conditioning projects, the **Motors, Pumps, Compressors, Controls, HVAC & Services (G03)** contract has 15 suppliers available from across the region. To install and maintain elevators, we have the **Elevator Equipment, Maintenance, Repair, Inspection & Testing (G28)** contract.

Need compressed gas, or a water filtration system? Look no further than the **Compressed Gases, Services and Supplies (D04)** contract, or the **Water, Filtration, Treatment Chemicals & Services (G31)** contract.

For keeping your workspaces clean, consider our **Custodial Cleaning Equipment and Supplies (G17)** contract.

And if worse comes to worst, the suppliers on our **Emergency Response & Disaster Restoration Services (G32)** have what it takes to get you and your organization back up and running quickly.

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MHEC welcomes 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

JANUARY CONTRACT ADDENDUM

F07 - Copiers, Record Management and Software Solutions

- Effective 12/1/2023 Konica Minolta has updated their price sheet to reflect new product models.

Please note:

- While MHEC undergoes a comprehensive rebranding, our contract addendum will be announced via member emails. An archive of them can also be found on the Search Tool page of our website.



CONTRACT IMPROVEMENTS PLANNED

Big improvements and greater savings are in the works for one of MHEC's most popular and well-used contracts.

MHEC's team of strategic sourcing managers work full-time to keep our portfolio of 50+ contracts serving our members optimally. This includes quarterly reviews, and when a contract's term ends, it can be re-

newed as is, or reopened to enhance our selection of suppliers.

Though still months away, our popular contract for all things building maintenance (**G19: Facilities: Maintenance, Repair & Operations**) will be re-bid this spring. Given its success, favorite suppliers will likely continue, but we've been looking into ways to make the contract even more valuable to our members.

Collaborating with the Universities of Massachusetts, New Hampshire, and Maine, MHEC is working with these members to help them with their MRO needs. As part of this process, MHEC is creating a **marketbasket** for items commonly needed in building maintenance and upkeep. Leveraging the buying power of these state institutions in order to offer our members the lowest prices available, this marketplace will be available to ALL our members.

These changes will not take effect until sometime this summer, and we will announce details as they become available.



All Systems Go!

January is a great time to assess, re-evaluate, tune-up, and take on new projects all around your facilities. To support our members, MHEC has a collection of ten contracts designed to make your operations hum. MHEC understands the extremes of New England weather. Whether a small school house or a large state university complex, you'll find the mechanical and digital solutions you're looking for—products and services supplied by established businesses that have been serving our region for decades (and sometimes for generations).

Contracts in this feature include:

Compressed Gases, Services and Supplies (D04)
Network Infrastructure & Management Services (F14)
Motors, Pumps, Compressors, Controls, HVAC & Services (G03)
Custodial Cleaning Equipment and Supplies (G17)
Facilities: Maintenance, Repair & Operations (G19)
Elevator Equipment, Maint., Repair, Inspection & Testing (G28)
Facility Maint. and Energy: Assessment and Software (G29)
Water, Filtration, Treatment Chemicals & Services (G31)
Emergency Response & Disaster Restoration Services (G32)
IT Project Services, Business and Technical Services (S03)

SOLUTION SPOTLIGHT: GET EQUIPPED WITH SUNBELT RENTALS

With 24/7 emergency service for all kinds and sizes of equipment, **Sunbelt Rentals** is ready whenever you need them. On the **Emergency Response and Disaster Restoration Services (G32) contract**, this supplier is one of the largest equipment rental companies in North America. There are more than 825 locations nationally, including many throughout New England.

Each **Sunbelt Rentals** location is different. Some offer general toolsets and others specialize in flooring, HVAC, or industrial services, for instance. Since all locations are networked, though, each has access to an inventory of 550,000 pieces of equipment and tools.

Whether responding to an emergency, or planning a construction job, **Sunbelt** can offer consulting, training, and the equipment to get just about any job done. Digging trenches and need professional support shoring up the project? Erecting scaffolding around a building? Need a reliable, hybrid energy solution you can take

on a worksite? **Sunbelt Rentals** has the experience and equipment to get these kinds of projects done right the first time.

Members who register with **Sunbelt** have access to a mobile app where they can search the inventory, place orders, schedule returns, and manage their account.

The top categories include forklifts, aerial work platforms, general construction tools, lawn care equipment, earth moving equipment, generators, and heating and cooling options.

But big construction projects or emergencies aren't required to use **Sunbelt Rentals**. Their top seasonal products include a kerosene torpedo space heater, a patio radiant heater, snowblowers, and several kinds of Skidsteers with plowing attachments. As an indication of how they embrace thinking outside the box and tackling all sizes of projects, a recent blog post offers suggestions to the owners of Christmas tree lots on ways **Sunbelt Rentals** can make their spaces more inviting, jolly, and lucrative.



D04 — Compressed Gases, Services and Supplies

Airgas USA
Haun Specialty Gases
Middlesex Gases and Technologies

F14 — Network Infrastructure & Management Services

Apogee
CBS Connecticut Business Systems
CBTS fka OnX
CenturyLink
CherryRoad Technologies
CloudHesive
Comcast Business
Crocker Communications
Crown Castle Fiber
DGI Communications
D-LAN Fiber Optics
ENA
Granite Telecommunications
Harbor Networks
HUB Technical Services
InfraNet Solutions
intlx Solutions
Ivy.ai
JS Business Solutions
New Era Technology
North Atlantic Networks
Presidio Networked Solutions
Sandra Network
Smartronix
VoDaVi Technologies
Whalley Computer Associates
Windstream Services

G03 — Motors, Pumps, Compressors, Controls, HVAC & Services

Air Energy Group
Automatic Temperature Controls
Brierly Lombard and Company
CAPP
ENE Systems

F. W. Webb
Guardian Energy Management Solutions
Hat Creek Outfit
Howse Corporation
Industrial Pump Sales and Service
Johnson Controls
REM Industrial Solutions
S G Torrice
TORRCO
Tunstall Corporation

G17 — Custodial Cleaning Equipment and Supplies

Allston Supply
Banner Systems
Bay State Janitorial
Bare Ground Systems
C & C Janitorial Supplies
Casey EMI
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
Milhench Supply Company
Next-Gen Supply Group
One Call Facility Services
Richco Products
Staples Business Advantage
State Industrial Products
Swish White River
The Durkin Company
Top Notch Supply
Unipak Corp

G19 — Facilities: Maintenance, Repair & Operations (MRO)

Airex Filter Corporation
Best Plumbing Specialties
Betts Plumbing & Heating Supply
Carr Hardware and Supply
Casey EMI
Craftmaster Hardware
Dugmore and Duncan Group
F. W. Webb
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
TORRCO
Wallpaper City
Weld Power

G28 — Elevator Equipment, Maintenance, Repair, Inspection & Testing

Associated Elevator
Atlantic Elevator Service
Eagle Elevator
TK Elevator Corporation

G29 — Facility Maintenance & Energy: Assessment & Software

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

G31 — Water, Filtration, Treatment Chemicals and Services

Barclay Water Management

G32 Emergency Response and Disaster Restoration Services

Belfor USA Group
Bestech of Connecticut
NEL Corporation
ServiceMaster Residential Commercial
Sunbelt Rentals
Water Fire Mold Restoration Services
Zmetra Clear Span Structures

S03 IT Project Services, Business and Technical Services

Advanced Systems Integrators
CampusWorks
Carahsoft Technology Corporation
CBTS fka OnX
CTS Services
Custom Computer Specialists
ePlus Technology

Harbor Networks
HUB Technical Services
Island Tech Services
JS Business Solutions
K2 Partnering Solutions
North Atlantic Networks
Performance Guidance Group
Perkins School for the Blind
Presidio Networked Solutions
Strata Information Group
Vertical Communications
VoDaVi Technologies
Whalley Computer Associates

almost there...



**2024 MHEC Golf Tournament:
Friday, June 7, 2024**

**save the date
& start polishing your clubs!**



G03 key products & services

Air compressors and air conditioners (HVAC). Motors, pumps, and valves. Condensate equipment, controls, and controllers. Design, build, parts, service, and repair. Lubrication. Pipes, drives, belts, and pulleys.



Scott Loomis

Strategic Sourcing Manager, MCPPO
sloomis@mhec.net
413-992-2511

G03 has suppliers serving these states:

CT	ME	MA	NH	RI	VT
✓	✓	✓	✓	✓	✓

Buildings in New England come in all shapes and sizes. If they're to be used year-round, though, they share a common feature no matter where they are in the six states: heating and cooling systems.

MHEC's contract supporting this need—**Motors, Pumps, Compressors, Controls, HVAC & Services (G03)**—includes fourteen suppliers with a range of experience, products, and services to keep all our member organizations warm in the winter and cool in the summer, regardless of their size or location. What's more, they have offices across the region, and nearly half of these suppliers are diverse, giving you a range of options.

Hat Creek Outfit, for instance, is a woman-owned and family-run company based in Rockland, Massachusetts. Since 2001, they have been a national wholesale master distributor of plumbing and heating repair and replacement products. They specialize in genuine Symmons valves and parts, but also carry a wide range of products.

Torcco is a small, veteran-owned company with showrooms throughout Con-

necticut and several in Western Massachusetts. In addition to plumbing and piping parts, they install complete HVAC solutions and fixtures for baths and kitchens.

As a third-generation family-owned company with roots dating back to 1866, **F.W. Webb** has over 100 locations across all of New England and are the largest whole sale distributor of plumbing, heating, cooling, HVAC/R, LP Gas and industrial products in the northeast.

Increasingly, to help them become more efficient and easier to control, HVAC systems are becoming more complex. The G03 contract includes several suppliers who specialize in designing these integrated networks. **CAPP Inc.** specializes in serving municipalities, universities, and public organizations. **ENE Systems** offers training and technical expertise for maintaining systems. **Johnson Controls** also serves large, public organizations and institutions, like schools, universities, and town, offering solutions to improve efficiencies and more healthy workspaces.



More about this contract can be found on the [G03 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



G19: Facilities— Maintenance, Repair, and Operations

G19 key products & services

Plumbing, heating, and electricity supplies and services. Shop equipment, tools (powered and handheld), tool cabinets, work benches, lighting, lockers, locks, fans, filters, construction materials, paint, pallets, conveyors, cranes, doors, and windows. Paint and wallpaper. Shelving and storage. Tool vending machine programs.



Scott Loomis

Strategic Sourcing Manager, MCPPO
sloomis@mhec.net
413-992-2511

G19 has suppliers serving these states:

CT	ME	MA	NH	RI	VT
✓	✓	✓	✓	✓	✓

Whether a single building or an entire campus, MHEC's contract for **Facilities—Maintenance, Repair, and Operations (G19)** is well stocked with suppliers who can keep your schools, offices, and other building infrastructure humming.

From basements to rooftops and everywhere in between, the contracts include multiple suppliers in many categories for members to choose from, each with their own specialty.

Best Plumbing Specialties is based in Maryland and serves all New England as a dealer of popular brands, such as Bemis and Milwaukee. Both



Betts Plumbing & Heating Supply and **Hat Creek Outfit** are woman-owned, Massachusetts based companies that offer a catalog of parts—pipes, valves, fittings. Hat Creek Outfit specializes in Symmons products. **ThermaXX**, based

in West Haven, Connecticut specializes in indoor and outdoor insulation jackets to protect your plumbing and heating equipment.

There are also a number of suppliers providing electric products and services. Based in Springfield, Massachusetts, **Hampden Zimmerman Electric Sup-**

ply has been working in Massachusetts and southern New England since the 1930s. **Needham Electric Supply**, founded in 1958, has locations across northern New England. **Lighting Services Inc.** serves all the Northeast, providing lighting, emergency lighting and other electrical needs.

The **G19** contract also includes multiple suppliers who provide air filtering services, such as **Mainstream** and the **Airex Filter Corporation** based in Hudson, New Hampshire. **Dugmore & Duncan**, based in Hingham, Massachusetts, specialize in doors and entryways. **PSI-NESP** offers shelving and storage options to libraries and offices across New England. **Oak Security Group** provides locks and locking solutions to keep your organization secure.

Along with the many specialist suppliers on this contract, we have a number of largescale resellers, such as **HomeDepot**, and **Rocky Ace Hardware** with multiple locations in all states. **MSC Industrial Supply** offers approximately 2.2 million products for metalworking and MRO projects.

MHEC has big plans for this contract in the coming year. Be sure to read the preview on page 5.

More about this contract can be found on the [G19 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



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Tech Logic



**MHEC
Contract L53**

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january's featured discounts!

Coming in February: Two New Contracts!

**ATHLETICS:
PHYSICAL EDUCATION, SPORTS,
WEIGHT & GYM (B16)**

**PLAYGROUNDS,
PARKS & RECREATION (B14)**

These new contracts — one all new, one updated and improved — will be launched in February 2024.

They will include dozens of new suppliers, products, and options for our members.

Watch your email for a preview of these robust, new offerings.

