

# mhec 1st monday

monthly member digest

## December 2022

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



### Hospitality Matters

Online is fine,  
but often,  
meeting  
together  
is better.  
As we move  
indoors...

...MHEC  
contracts  
have  
you  
covered!



Lodging



Events



Food Service

### Table of Contents

#### Contract News

G11: Flooring	2
C05: Mattresses	4
Other news	6

#### Feature

Focus on Hospitality Matters	8
Solutions Showcase	10

saveMORE!	12
i-buy™	14
Contract Changes	15

save  **MORE!**

products and services this month

**LOFTWALL**

**LEONE**  
Marketing Solutions

**CONKLIN™**  
OFFICE FURNITURE

**SCHOOL HEALTH™**  
We Supply Your Future™

see page 12 for details

**simple. savvy. diverse.**



## G11 Flooring: Coverings and Related Supplies and Services



### Luke Hoefler

Strategic Sourcing Manager, MCPPO (in process)  
lhoefler@mhec.net • 413-992-2575

Responding to member requests, our contract for **Flooring: Coverings and Related Supplies and Services (G11)** has been revamped across the board.

The contract includes **seven new suppliers**, six of whom are new to MHEC, and one supplier, Mondo USA Inc, who is **an MHEC exclusive**. Most of the businesses on this contract have been serving customers for decades, and in the case of Tarkett USA, Inc., their company has been in the flooring industry for over 140 years.

Whether you're looking for durable, stain-resistant carpeting for your new dorm, or rubber flooring for your cafeteria or lab—or anything in between—the G11 contract has you (and your floors) covered! Suppliers on this contract work with a variety of materials. There are traditional, natural options, such as hardwood, laminates, stone, and ceramic tiles, but suppliers also work in vinyl, liquid linoleum, polished concrete, and resinous flooring.

In addition to making your interiors more aesthetically pleasing, 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.

## learnMORE!™



G11 member onboarding webinar scheduled for **Tuesday, December 6, 2022 at 2pm**. To register, please click on the Webinar link, or [visit this link](#).

## flooring product & services

Adhesives, Base, Molding  
Anti-Static  
Base  
Carpet Broadloom  
Carpet Tile  
Carpet Woven  
Cleaning  
Entire Brand  
Hardwood

Hourly Rates  
Installation  
Laminate  
Linoleum  
Low Profile Access Floors  
Luxury Vinyl Tile  
Mats  
Refinishing, Sanding  
& Resurfacing

Resilient Sheet  
Resilient Tile  
Rubber Flooring  
Underlayment  
VCT  
Vinyl  
Wire Management

## G11 suppliers serving your state

G11 Suppliers	CT	ME	MA	NH	RI	VT
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*	✓	✓	✓	✓	✓	✓

\* pending contract signature



interior finishes

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.





## C05 Mattresses, Hospitality Products and Services



### Andrew Ryan

Strategic Sourcing Manager, MCPPO  
aryan@mhec.net • 413-992-2514

The contract for **Mattresses, Hospitality Products and Service (C05)** was updated last April to include **six new suppliers** offering a range of mattresses, bed and bath linens, towels, shower curtains, and accessories. These products are designed to work well in school dorms, campus medical facilities, and anywhere your organization might host overnight guests.

**A majority of the suppliers are small businesses, and three of them are diverse.**



As the products on this contract will serve many different visitors with a wide range of needs, safety and durability are key considerations for the suppliers. **Bourdons** is a small company that has been operating out of Claremont, New Hampshire for the past 94 years; for dorms, they offers the **Life-Safety** line flame-resistant mattresses. The design of these durable mattresses also helps prevent bed bugs. Alternately, **DiaMedical USA** offers a wide array of products and services to the medical industry, and it's no surprise their mattress offerings are diverse. Among many other kinds, they offer alternating pressure mattresses, labor & delivery pads, mattresses to address incontinence & bedwetting, and behavioral health mattresses.

Suppliers, like **Ecologic Furniture**, are keenly aware of the environmental impact their products will have. Not only do they build beds, desks, and other furniture with eco-friendly materials, but their design team "is constantly thinking about student's needs and the residence hall of the future." Their bed platforms come with storage and charging options for phones, tablets, and laptops. **Consolidated Hospitality Supplies** offers the **EnviroSpring** mattress from **Lippert**, which is made from **100% recyclable materials and is the only landfill-friendly product of its kind on the market.**



## product & services

Bath Linens & Towels  
Bed Accessories  
Bed Bug Products  
Bed Linens  
Dorm Room Kits  
Hospitality Products

Installation  
Mattress Foundations  
Mattress Removal-New purchase only  
Mattresses  
Shower Curtains & Accessories

## C05 suppliers serving your state

C05 Suppliers	CT	ME	MA	NH	RI	VT
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	√	√	√	√	√	√



interior finishes

More about this contract can be found on the [C05 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.

# More Contract News

## Mondo USA is now on contract!



Photo by Frank Döring

**M**ondo Contract Flooring is a leader in sustainable rubber flooring products for public spaces—such as classrooms, labs, corridors, common spaces, libraries, cafeterias, auditoriums, and all healthcare settings. Over the past 20 years, selling to organizations in more than 196 countries, they have installed over 40,000,000 square feet primarily within education and healthcare segments.

This month, **Mondo USA** joins MHEC's **G11** contract for **Flooring: Coverings and Related Supplies and Services**, making their services and products available to our New England membership.

As a 74 year old family-owned business, Mondo has manufacturing centers in Italy, Luxembourg, and Spain. Their core values and business philosophy has been consistent since the start, focusing on innovative and performance-based rubber flooring with a complete commitment to the environment and sustainable alternatives.

Their resilient rubber flooring comes in both tiles and rolls. Flooring can be smooth or textured and is available in a wide spectrum of colors. Comfortable to the touch, Mondo flooring provides anti-fatigue features and helps reduce

ambient noise. More importantly, their flooring products have excellent fungal, bacterial, and microbial resistance, helping customers maintain sanitary conditions. It is also fire resistant, and with their UV-cured MONDOshield system, the flooring resists wear and the need for maintenance. All of Mondo's products come with a 15-year wear-warranty.

**Comfort, safety, and durability** are key to Mondo's mission, but so is the environment. **Their products are made from 100% recycled materials, and their production processes (including running off solar power) take many steps to reduce their carbon footprint.**

To address concerns about indoor air quality, all of Mondo's products are certified GREENGUARD Gold, an industry-independent certification that ensures the product is acceptable for use in places such as schools and healthcare facilities.

In addition to flooring that works in institutions, Mondo has a whole division devoted to surfaces for athletics and track and field. They have worked with the last 11 consecutive Summer Olympic Games to provide everything from artificial turf to basketball courts.





## National Car Rental offer extended

National Car Rental, represented on MHEC's **L02 Vehicle Rentals contract**, has extended "elite tier" status for qualifying loyalty program members. Emerald Club Executive and Executive Elite tier status benefits that were set to expire on Feb. 28, 2023, will now be extended through Feb. 28, 2024 for those members who make at least one qualifying rental by the end of 2022. In addition, Emerald Club Program Free Days, previously set to expire on Dec. 31, 2022, will roll over through Sep. 4, 2023.

As part of Enterprise's *Plus Your Points* promotion, Enterprise Plus elite members with tiers expiring Feb. 28, 2023, will be targeted with a promotional badge for tier extension. To qualify for the extension, you must register for *Plus Your Points* and then complete one rental in calendar year 2022 which will extend the tier to February 28, 2024.

These extensions reiterate the supplier's commitment to support their customers who continue to be impacted by these ever-changing times – providing added flexibility as you look to book travel in the months ahead.

To register for the Plus Your Points promotion, visit [the Plus Your Points page](#).



## Membership: We're stronger together

When MHEC was established in 1977, it was based on a simple premise. If schools and universities collaborated on their purchasing decisions, their combined buying power would attract greater discounts and more enticing offers on products and services. Further, by vetting suppliers and negotiating pricing ahead of time, the result would be a ready-to-go index of options our members could use without a bidding process.

For over 45 years now, MHEC's membership has grown from dozens to thousands of educational organizations across New England. While schools and universities continue to make up a large portion of those we serve, now libraries, museums, and other educational organizations are part of our ranks. Whatever they do, MHEC makes their budgets go further, and allows them to spend more time on serving the public than shopping for suppliers.

As we head into a new year, our goal remains the same. By offering free membership and exceptional value, we hope to grow our membership base even further, and increase our value.

You can help! If you know a New England organization that offers educational services to the public that isn't already a member, please send them to our website to fill out a free registration form.

Along with the kinds of organizations listed, we also support historical societies, senior centers, and environmental agencies. If you're not sure whether your organization is qualified, drop us a line, and we would be happy to let you know.





# hospitality matters

In this digital, post-pandemic world, it's sometimes easy to forget about the importance of gathering in person and treating our guests with the consideration and respect you would expect yourself. With so many of us working from home and used to meeting virtually, it's not surprising we've all become a little rusty in how we welcome others when they arrive at our doorstep. MHEC is here to help roll out the red carpet.

When we think "hospitality," the key unifier across all of MHEC's contracts supporting this ideal is quality. All our suppliers have been vetted in a competitive process to provide your organization the kinds of products you might use in your own home. Those suppliers on contract who underperform or don't meet our member's high standards are removed.

The result is a team of suppliers who can help you take care of every aspect of hous-

ing your guests. Our **signage contract (G24)** can help visitors find their way and know when they've arrived. The **flooring (G11)** and **window (C04) contracts** offer an array of services, many of them custom, to adorn your lodgings and meeting spaces in a way that is both professional and comfortable. For extra help supporting the needs of your guests, MHEC's **staffing contract (S04)** can provide everything from custodial to tech support. If you're welcoming visitors from another country, our **interpretation and translation contract (K02)** will help you cross the language divide.

As with all MHEC contracts, these suppliers are all ready to support members' needs immediately, without the need to go through a costly bidding process. Got an idea for a gathering? The suppliers on the facing page are eager to help!





Lodging



Events



Food Service

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

B & G Restaurant Supply  
GE Appliances  
Singer MA

### **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  
Dorm Company Corporation  
Ecologic Furniture  
Mass Correctional Industries  
University Sleep Products  
US Eco Products

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

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

### **G12 Occupational Apparel, Uniforms, Body Armor**

Action Apparel  
Cintas Corporation  
Northeast Promotion & Apparel  
Pop Tops Sportswear  
Sentry Uniform and Equipment  
Survival Armor  
Trippi's Uniforms  
UniFirst

### **G24 Signage**

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

### **K02 Interpretation & Translation**

CTS LanguageLink  
Interpreters Associates  
Keylingo Translations  
Language Connections  
Languages Translation Services  
Lingualinx Language Solutions  
Linguistica International  
Powerling  
Shanahan Sound & Electronics

### **S04 Staffing & Executive Search Services**

EDA Staffing  
Express Services  
Kforce  
Marathon Staffing Services  
Populus Group  
Robert Half International  
The Resource Connection  
The Spelman & Johnson Group  
Whalley Computer Associates

# “HOSPITALITY MATTERS” SOLUTIONS

**M**HEC offers a wide range of options for making the lives of those you work with and serve healthier and more resilient in our contract portfolio.

Take a look at our suite of contracts that serve as a solution for your hospitality needs. Should you not find what you're looking for, our team of strategic sourcing managers stands by, ready to help.

*(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.)*



## DORM ROOM SLEEPING SOLUTIONS

**E**ach year, colleges and universities welcome tens of thousands of students, many of whom are spending their first extended stays away from their family. Making sure students have everything they need to make their dorms feel like home is a tall order, and it's where **Consolidated Hospitality Suppliers** (CHS) shines.

The company came on to MHEC's contract for **Mattresses, Hospitality Products and Services (C05)** in September, bringing with them decades of purchasing experience and the broadest production selection available for colleges, universities, and other institutions.

Along with being able to provide discounted janitorial supplies, cleaning chemicals, bathroom

supplies, personal care items, towels, sheets, and mattresses, CHS offers an array of custom services. Both their innerspring and biodegradable mattresses can be ordered in custom sizes, as can their vinyl or fabric shower curtains.

Have an unexpected influx of visitors, or a summer conference you need to set up quickly for? CHS provides quick-turnaround kitting capabilities where you can make each guest feel welcomed with their own package of care items.

To learn more about this company's wide array of hospitality services, be sure to visit their website:

[www.americaneducationsupply.com](http://www.americaneducationsupply.com)

# NGS & 3M™ WINDOW FILM SOLUTIONS

You've been in that classroom. The huge bank of windows with a gorgeous view. Only, in the morning's direct sunlight, the room is too hot and the glare is terrible, and in the afternoon, everyone's shivering in the dark.

For years, solutions might have involved curtains, fans, extra lights, and a space heater—all of which needed to be moved around and adjusted to meet the current conditions. Such efforts often defeated the point of the window in the first place—being able to see outside. Now, with **3M™ Sun Control Window Films**, there is a single, simple, cost-effective solution.

New to MHEC's contract for **Windows, Window Treatments, Specialized Curtains, Noise Reduction Products, Service & Supplies (C04), NGS Films and Graphics** is the nation's largest dealer and installer of 3M solar films and other 3M™ products. Since opening in 2009, NGS has averaged 6,000 installations annually, and they lead the industry in government and K-12 installations, with over 100 school districts serviced between 2019-2021.

Like all living things, human beings depend on sunlight. Generally, the only reasons you might avoid taking the seat closest to a window is if it's too bright, too cold, or too hot. Addressing all these issues, 3M™ Sun Control Window Film is designed to retrofit older buildings and be included in the planning for new buildings.

The technology is designed to resist up to 79% of the sun's heat to keep help rooms at more comfortable temperatures. Tests have shown the films to reduce temperatures by as much as 9-degrees Fahrenheit in direct sunlight. **As 28% of all cooling expenses result from solar heat from windows, 3M™ suggests organizations consider their product before or in addition to HVAC systems.**



Conversely, the same window in the winter can result in 20x more heat loss from the same area as an adjacent, windowless wall. The same built-in Thinsulate™ technology that shields out the sun's glare will retain your building's heat. The window films will improve the insulation value of a typical single-pane window to close that of a double-pane window. **3M™ customer data has shown that some buildings are able to pay for the window film installation in as little as 3 years with energy savings.**



Lastly, **with built-in UV protection, 3M™ Window Films are ideal for libraries, museums, and historical buildings**, shielding books, collections, and furniture from fading. This glare protection also makes it easier for people viewing monitors or handheld devices to do their work.

In addition to energy efficiency, NGS carries and installs a range of other window films that can improve privacy, add decorative flairs, or both. They also design and installs architectural signage. They are eager to work with our members, and we think they have services and products of interest to all our members, especially as another New England winter begins.





# SPECIAL OFFER FOR MHEC MEMBERS!

Mobile Markerboard from Loftwall - 78"x40"

**Limited time only at \$499!**

Save an additional \$395 off of contract price

Email [quotes@loftwall.com](mailto:quotes@loftwall.com) to receive this exclusive content

(214) 239-3162 | [www.loftwall.com](http://www.loftwall.com)

Contract Number: MC12-C07 - Furnishing Accessories Offer expires 12/31/22. Shipping costs are additional.

**LOFTWALL**  
Colorful, Flexible Privacy



# 10% OFF FLIP-TOP TABLES

while supplies last.

Take an additional 10% off your Flip-Top Table order! Mention promo code "**FLIPTOP10**" to your salesperson before time of sale.



**CONKLIN** TM  
OFFICE FURNITURE

(800) 817-1187 | [conklinoffice.com](http://conklinoffice.com)

MHEC Contract: MC12-C07  
Promotion Period: 12/01/2022 - 12/31/2022



Drinkware



School supplies



Bags & backpacks



Apparel



So much more!

Put your logo on just about  
any product imaginable!

New customers receive a free logo  
setup on their first order (**\$100 value**)

 **LEONE**  
Marketing Solutions

#MC12F11 - Leone Marketing is a women owned business!

[leonemarketing.com/mhec/](http://leonemarketing.com/mhec/)

December's featured products!

save  **MORE!**<sup>TM</sup>



## Exclusive Offer on Welch Allyn Solutions for School Health Customers!

Unlock a \$500 rebate for every \$10,000 spent OR \$150 for every \$3,000 spent on qualifying models.

Reference MHEC Contracts B14 or D32



Offer expires 12/31/2022. (Qualifying products for \$500 rebate: #1003001, #1035686, #52890, #1007189, #1003012SP, #1041134, #1034459, #1034460, #1007187, #1007188, #1007189 & qualifying products for \$150 rebate: #1041195 and #1040092). Customers must provide proof of purchase and a W-9 as indicated on the redemption form found at [hillrom.com/schoolvisionandhearingpromo](http://hillrom.com/schoolvisionandhearingpromo).

866-323-5465 | [SchoolHealth.com](http://SchoolHealth.com)

# WE'RE SOCIAL



Follow MHEC on Facebook and LinkedIn for the latest news, videos and updates!

(On LinkedIn, you'll find us under our full name: "Massachusetts Higher Education Consortium")





## A New 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: December 7

ALL WEBINARS  
ARE OPEN TO  
ALL MEMBERS!



Each webinar is free and open to all members. Afterwards, the presenter is happy to answer questions about how i-buy can be of value to our different members—K-12 Schools, Municipalities, Higher Education, and Libraries. Our next webinar will be on Wednesday, December 7 at 1:00pm. It will be the last webinar of the year, with more being planned for 2023. Visit our site to register.

### 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!

MHEC Business Development Manager, 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 connect with the products and services they need to excel. Whether your organization is in Maine or Rhode Island (or somewhere in between), Janet is happy to pay you a visit, too.

To schedule a meeting with Janet yourself, email her:

[jgarabedian@mhec.net](mailto:jgarabedian@mhec.net)

Come visit us at these upcoming events:

#### January 19-21

Massachusetts Municipal Association  
Hynes Convention Center  
Boston, MA

#### 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  
Plantsville, CT





# List of Contract Changes, December 2022

*The following contracts have been updated:*

## **E05 - Fire/Security/Emergency Communication: Equipment, Service & Supplies**

- Oak Security Group has updated their pricing effective January 1, 2023.

## **F07 - Copiers, Record Management and Software Solutions**

- Konica Minolta Business Solutions has updated their pricing schedule to reflect the unbundled accessories from various models along with updates to Power filters

## **F14 - Network Infrastructure & Management Services**

- Century Link (Lumen): Zoom Products & Services are now available; additionally some conferencing services have been discontinued, please see contract offering for details. DGI: Has updated their Zoom Offerings, please see contract offering for details.

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

- Effective January 1, 2023, Johnson Controls has updated their prices.

- A mini-bid was completed on the G03 Contract to add Unit Ventilators, AC Units, and Mini-Splits. Effective immediately, the following brands have been added: Johnstone Supply has added Daikin, Valent, Gree, Comfort Aire, Friedrich, Fujitsu, Hitachi and Johnson Control has added York.

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

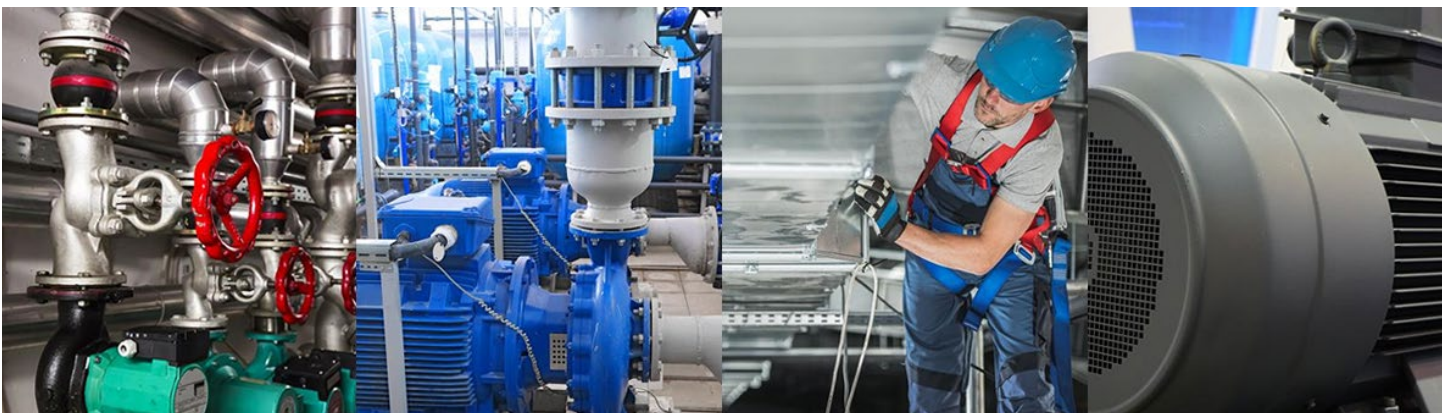
- New England Maintenance Depot has been removed from the contract. They have gone out of business as of June 20th, 2022.

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

- Oak Security Group has updated their pricing effective December 1, 2022

## **L51 - Library: Books & Media**

- Due to increased operating costs and market conditions, Ingram has instituted changes to standard cataloging and processing pricing effective October 1st, 2022.



coming in january:

# the main event

Planning events,  
promoting events,  
tickets, signage,  
security & staffing,  
catering,  
AV, lights, curtains,  
stage, or tent...

...MHEC  
contracts  
have you  
covered!



in the next issue of **1st Monday!**