

# MHEC (Massachusetts Higher Education Consortium)

## Contract No. MC12-C07

**Effective Date: August 1, 2020**

**Expiration Date: July 31, 2023**

**Contractor:** Versteel  
c/o Dealer of Record  
2332 Cathy Lane  
Jasper, Indiana 47546

**Contact:** Chynna Howe  
**phone:** 800-876-2120 ext. 7955  
**fax:** 812-482-9318  
**email:** [chowe@versteel.com](mailto:chowe@versteel.com)

**Eligible Users:**

- MHEC Members (public & private schools, K-12, Colleges, Universities and Municipalities with the New England MHEC region)
- To become a member – visit the MHEC website at [www.mhec.net](http://www.mhec.net)
- MHEC Member list - <https://private.mhec.net/ListMembersAlpha.aspx>

**Authorized Dealers:** Only dealers that are listed on the Authorized Dealer list may bill the MHEC member directly. See the Authorized Dealer list for specific dealers.

### **PRICING**

**Price Lists:** All Tables – 10/1/21  
All Seating – 10/1/21

**Discount:** 48% off list price – Dock Delivered

**Quantity Discount:** \$ 100,000 - \$199,999 list = 50%  
\$200,000+ list = 52%

**Freight:** FOB Destination

**Payment Terms:** Net 30 days

**Minimum Order Fee:** Orders less than \$1000 net receive a \$100 net fee.

**Installation:** Prevailing Wage Rate Maximum: \$75 per hour Regular Business Hours  
Non-Prevailing Wage Rate Maximum: \$50 per hour Regular Business Hours

**Purchase Orders:**

- PO's may be made out to an Authorized Dealer or Versteel.
- All PO's must clearly state "MHEC Contract No. MC12-C07".
- Versteel & Dealer quotes must accompany PO's.
- Note to Authorized Dealers: Dealer PO's to Versteel must be at end user pricing. Customer PO's must be submitted.