

# Contract User Guide for FAC101

## FAC101: Facilities Maintenance, Repair & Operations (MRO) Commercial Grade Products and Supplies (Janitorial)

**UPDATED:** January 24, 2024

<b>Contract #:</b>	FAC101
<b>MMARS MA #:</b>	FAC101*
<b>Initial Contract Term:</b>	July 1, 2018- June 30, 2023
<b>Maximum End Date:</b>	June 30, 2024
<b>Current Contract Term:</b>	July 1, 2018-June 30, 2024
<b>Contract Manager:</b>	Sean Corbin, Phone: 617-720-3105, <a href="mailto:sean.corbin2@mass.gov">sean.corbin2@mass.gov</a>
<b>This Contract Contains:</b>	Environmentally Preferable Products
<b>UNSPSC Codes:</b>	See Appendix A
<b>Notes:</b>	This contract should not be used to purchase products for construction projects requiring labor that will not be performed by eligible entity employees.
<b>Updated:</b>	Vendor list

\*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

### Table of Contents:

(NOTE: To access hyperlinks below, scroll over desired section and CTL + Click)

- [Contract Summary](#)
- [Contract Categories](#)
- [Benefits and Cost Savings](#)
- [Find Bid/Contract Documents](#)
- [Who Can Use This Contract](#)
- [Supplier Diversity Requirements](#)
- [Pricing, Quotes and Purchase Options](#)
- [Instructions for MMARS Users](#)
- [Environmentally Preferable Products](#)
- [Personal Protective Equipment](#)
- [Contract Exclusions and Related Statewide Contracts](#)
- [Emergency Services](#)
- [Shipping/Delivery/Returns](#)
- [Additional Information/FAQ's](#)
- [Strategic Sourcing Team Members](#)
- [VENDOR LIST AND INFORMATION](#)
- [Appendix A: UNSPSC Codes](#)

**TIP: To return to the first page throughout this document, use the CTL + Home command.**

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Updated: January 24, 2024

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Page 1 of 11

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## Contract Summary

This is a Statewide Contract for Maintenance, Repair & Operations (MRO) Industrial Supplies. Items purchased under this contract are to be installed by the eligible entity employees. This contract covers a wide range of products, supplies and equipment necessary to ensure proper function of maintenance, repair, and operations of a facility. Streamline purchasing experience with a more robust range of categories; making over one million items available with intended crossover within the contract and across contracts. Vendor managed inventory (VMI) solutions including the availability of vending machines in high use locations to quickly purchase. Some vendors offer PunchOut catalog purchasing and eQuote functionality. Environmentally Preferable Products (EPPs) are also searchable on the Vendors PunchOut catalogs. Vendors provide Technical Support and cross referencing of manufacturer and competitor part numbers. Some of the vendors also offer Personal Protective Equipment (PPE) as noted in the [PPE list of Statewide Contract Vendors](#) who have indicated they are able to fulfill orders for PPE from Executive Departments and other Eligible Entities. The PPE material is searchable on the vendors PunchOut catalogs.

## Contract Categories

- Janitorial Equip. & Supplies (does not include Sanitation Cleaning Chemicals)
- Sanitation Cleaning Chemicals (does not include Janitorial Equipment & Supplies)
- Cleaning
- Electrical Equipment
- Fasteners
- Heating, Ventilation, Air Conditioning/Refrigeration (HVAC)
- Lamps, Ballasts, and Fixtures
- Material Handling
- Motors and Accessories
- Outdoor Garden Supplies and Equipment
- Paint and Accessories
- Plumbing
- Pneumatic Tools
- Safety
- Security
- Welding and Soldering

## Benefits and Cost Savings

Statewide contracts are an easy way to obtain benefits for your organization by leveraging the Commonwealth's buying power, solicitation process, contracting expertise, vendor management and oversight, and the availability of environmentally preferable products.

- **Contractor Competition** – The contract provides access to a range of contractors across 9 regions of the State and enables users to obtain competitive rates.
- **Cost Savings** - Significant savings for buyers on industrial/commercial quality products – savings list pricing shown to be between 11-57%;
- **Additional Categories over the previous contract**- A more robust range of categories with over a million items; many of which are EPPs.
- **Beneficial Contract Terms**: no freight charges on catalog item orders, 24-48 hour delivery on stock item, special pricing for large volume single orders, on-line customized catalog ordering & reporting capabilities, training at no

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Updated: January 24, 2024

Template version: 7.0

Page 2 of 11

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charge, vendor managed inventory programs with vending machine options. Option to pick up orders at a branch location throughout the Commonwealth.

- **Excellent Disaster Recovery/Emergency Assistance Plans** – The vendors have local, regional, and national experience and resources.

## Find Bid/Contract Documents

- To find all contract-specific documents, including the Contract User Guide, RFR, specifications, price sheets and other attachments, visit [COMMBUYS.com](https://www.commbuys.com) and search for FAC101 to find related Master Blanket Purchase Order (MBPO) information.
- (All common contract documents are located in the “Conversion Vendor” Master Blanket Purchase Order (MBPO) for FAC101 and can be accessed directly by visiting **PO-19-1080-OSD03-OSD03-13754**.)
- To find vendor-specific documents, including price sheets, see links to individual vendor MBPOs on the [Vendor Information](#) page.

## Who Can Use This Contract

### Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

### Eligible Entities

Please see the standard list of Eligible Entities on our [Who Can Use Statewide Contracts](#) webpage.

## Supplier Diversity Requirements

When selecting contractors and placing orders, Executive departments shall utilize diverse and small businesses to the extent possible based on contract terms, SDO and departmental policies, laws, and regulations. Additionally, departments shall make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the “Programs (SDO and SBPP)” tab for current certification and small business status of contractors on this contract.

When soliciting quotes, the following requirements apply:

Expected annual value of the RFQ	RFQ process requirements
Less than or equal to \$250,000/year	<ul style="list-style-type: none"> <li>• <b>Notify at least two small businesses</b> capable of providing the product or service of the opportunity, if available.</li> <li>• Include SBPP contract language and place it prominently within the RFQ.</li> <li>• Evaluate bids received from, and award a contract to, an SBPP-participating small business that meets the department’s best value criteria.</li> <li>• Award to a large business only if there is no SBPP participating business meeting departments’ best value criteria.</li> </ul>

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Updated: January 24, 2024

Template version: 7.0

Page 3 of 11

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## OPERATIONAL SERVICES DIVISION

	<ul style="list-style-type: none"><li>• Conduct a clarification/BAFO/negotiation before disqualifying an SBPP-participating business based on price or desirable criteria.</li><li>• See the <a href="#">Best Value Evaluation of Responses to Small Procurements: A Guide for Strategic Sourcing Teams</a> for additional guidance.</li></ul>
More than \$250,000/year	<ul style="list-style-type: none"><li>• <b>Notify at least two diverse and/or small businesses</b> capable of providing the product or service of the opportunity, if available.</li><li>• Make a preference for contractors with higher SDP commitments and/or performance whenever such information is available (or is requested from contractors by the department) and the preference is feasible.</li><li>• <b>Note:</b> Departments may ask the prime Contractor for an additional SDP commitment specifically related to the Department's purchase or engagement. SDP spending for such a purchase or engagement must be reported by the Contractor using the SDP Reporting Form directly to the Department and may not be included in any other SDP reporting filed by the Contractor.</li></ul>

OSD provides up-to-date information on the availability of diverse and small businesses on statewide contracts through the [Statewide Contract Index](#) available on the COMMBUYS home page. See the "Programs (SDO and SBPP)" tab for current certification and small business status of contractors on this contract.

## Pricing, Quote and Purchase Options

### Purchase Options

The purchase options identified below are the only acceptable options that may be used on this contract:

- Purchases made through this contract will be direct, outright purchases. This contract should not be used to purchase products for construction projects requiring labor that will not be performed by eligible entity employees.

### Pricing Options

- **Fixed Pricing:** Contract pricing has been negotiated, and no further negotiations may be made.
- **Ceiling/Not-to-Exceed:** Contract discounts and other pricing published under the contract represents "ceiling" or "not-to-exceed" pricing and may be further negotiated.
- **Special Pricing:** Request special pricing for large volume single orders.
- **No surcharges:** No transportation, fuel, energy, insurance, or any other surcharges will be allowed.
- **No pre-payments:** Vendor must not request any form of pre-payments by the Eligible Entity before the service is rendered. For special projects implemented in phases, by mutual agreement of the Eligible Entity and the Vendor, invoices must be issued after each phase is completed to the Eligible Entity's satisfaction.
- **Price files:** Price Files (separate files for each award category) are posted for each contractor as attachments to their contract records on [COMMBUYS](#).

### Invoicing

Vendors' invoices must be itemized to reflect contract pricing for each item.

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Updated: January 24, 2024

Template version: 7.0

Page 4 of 11

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## Product/Service Pricing and Finding Vendor Price Files

Product pricing may be found by the [vendor information](#) page, where links to all the vendors MBPO's should be provided.

## Setting Up a COMMBUYS Account

COMMBUYS is the Commonwealth's electronic Market Center supporting online commerce between government purchasers and businesses. If you do not have one already, contact the COMMBUYS Help Desk to set up a COMMBUYS buyer account for your organization: (888)-627-8283 or [COMMBUYS@state.ma.us](mailto:COMMBUYS@state.ma.us).

When contacting a vendor on statewide contract, always reference FAC101 to receive contract pricing.


## Quick Search in COMMBUYS

Log into COMMBUYS and use the Search box on the COMMBUYS header bar to locate items described on the MBPO or within the vendor catalog line items. Select Contract/Blanket or Catalog from the drop-down menu.

## How To Purchase From The Contract

This contract has been set up with two zero-dollar line-item catalog (MassCor) and four PunchOut catalogs (Fastenal, Grainger, MSC Industrial and Noble Supply) in COMMBUYS.

- **Select items from a PunchOut catalog and purchase through COMMBUYS**

PunchOut catalogs offer the convenience of selecting Statewide Contract products from a vendor's e-commerce website. The PunchOut or Government to Business (G2B) catalogs are available via COMMBUYS only (login to COMMBUYS and select the settings option in the upper right-hand corner [  ] and choose the G2B PunchOut option). Once a vendor is selected in COMMBUYS, you are taken to the vendor's e-commerce site. After shopping is complete on the vendor's e-commerce site, selected items are pulled back into COMMBUYS, summarized on a COMMBUYS release Requisition, and are ready to submit for approval. Once approved, it is released to the vendor for processing and fulfillment.

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage and select either:

- The *Quick Reference Guide (QRG)* section and choose the *QRG – Buyer PunchOut Ordering* job aid
- The *COMMBUYS Purchase Orders* section and choose the *How to Purchase from a G2B PunchOut* job aid.

Please see below for the list of FAC101 Vendors who currently have PunchOut Catalogs:

- Fastenal
- Grainger
- MSC Industrial Supply
- Noble

- **Directly purchase a non-fixed price item (\$0 line item) through COMMBUYS**

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Updated: January 24, 2024

Template version: 7.0

Page 5 of 11

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Each vendor is assigned a unique Master Blanket Purchase Order (MBPO) which contains price lists located in the attachments tab on each Master Blanket Purchase Order. The line items on these Master Blanket Purchase Orders are zero-dollar line items and orders should be placed through them using a release requisition. There are high level instructions below for purchasing, but more detailed information can be found in the Job Aid "[How to Create a Release Requisition and Purchase Order](#)".

Once a quote is obtained and/or a product and price is determined, the ordering process is as follows:

- Initiate a new requisition
  - Search for an item (Use FAC101) in the description
  - Select the vendor you will be placing an order with
  - Select the appropriate catalog line
  - Enter the total price
  - Attach the vendor quote and/or a detailed order summary
  - Submit for approval
- 
- **Solicit quotes and select and purchase quoted item in COMMBUYS**  
This COMMBUYS functionality provides a mechanism to easily obtain quotes, as specified by the Contract. The buyer would create a Release Requisition, and then convert it to a Bid. After approval by the buyer approving officer, the bid is then sent to selected vendors to request quotes. Buyers must include "FAC101 RFQ" when entering information in the Description field.

For a description of how to complete this purchase in COMMBUYS, visit the [Job Aids for Buyers](#) webpage, and select:

- You can go to the *COMMBUYS Purchase Orders* section and choose the *How to Create a Solicitation Enabled Bid Using a Release Requisition* job aid or one of the quick reference guides.

## Obtaining Quotes

Contract users should always reference FAC101 when contacting vendors to ensure they are receiving contract pricing. Quotes, not including construction services, should be awarded based on best value.

For a full description of how to complete a quote in COMMBUYS visit the [Job Aids for Buyers](#) webpage, and select:

- The *COMMBUYS Purchase Orders* section and choose the *How to Create a Solicitation Enabled Bid Using a Release Requisition* job aid.

## Instructions for MMARS Users

MMARS users must reference the MA number in the proper field in MMARS when placing orders with any contractor. Contact the Comptroller Help and Support Desk at 617-973-2468 or via email at [Comptroller.Info@state.ma.us](mailto:Comptroller.Info@state.ma.us) for additional support.

## Environmentally Preferable Products (EPP)

[EPP Products and Services Guide](#)

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Updated: January 24, 2024

Template version: 7.0

Page 6 of 11

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### COVID-19

As the CDC has found that COVID-19 is contracted primarily through [airborne transmission](#), organizations may wish to reevaluate cleaning protocols and apply disinfectants to surface areas only as needed. Disinfectants used for this purpose should be listed on EPA's [List N: Disinfectants for Use Against SARS-CoV-2](#), and it is recommended to choose safer disinfectants (find more information about safer disinfectants on the Toxics Use Reduction Institute's [COVID-19: Safely Clean & Disinfect](#) webpage) which may be found on the [FAC118: Environmentally Preferable Cleaning Products, Programs, Equipment and Supplies](#) contract. In addition, hand sanitizers must contain at least 60% ethanol per the [Centers for Disease Control \(CDC\) guidance](#).

## Personal Protective Equipment (PPE)

[PPE List of Vendors](#). To use FAC101 please refer only to the FAC101 vendors on the list.

## Contract Exclusions and Related Statewide Contracts

**Light Bulbs:** Standard sized incandescent light bulbs (size A19) and Compact Fluorescent Lamps (CFL's) are restricted from sale on this contract since all vendors offer a wide variety of energy efficient Light Emitting Diodes (LED's) in addition to other high efficiency luminaires and light bulbs. If no energy efficient lighting options exist, a request justifying need may be sent to the contract manager, which will be reviewed and approved if determined no options exist.

Allowable cross-over with statewide contract FAC85: Environmentally Preferable Cleaning Products, Programs, Equipment and Supplies, see [Product Specifications](#) section below.

## Emergency Services

Many statewide contracts are required to provide products or services in cases of statewide emergencies. [ML - 801 CMR 21](#) defines emergency for procurement purposes. Visit the [Emergency Contact Information for Statewide Contracts](#) list for emergency services related to this contract.

## Shipping/Delivery/Returns

No freight charges on orders, 24-48 hour delivery on stock items, ~~prompt pay discounts~~, special pricing for large volume single orders, training at no charge, vendor managed inventory programs with vending machine options. Entities also have the option to pick up orders at a vendors' branch location throughout the Commonwealth.

## Returned Goods Policy

The Bidder's returned goods policy must allow for the return of unused products normally stocked by the Contractor, within 90 days of delivery, free of charge including transportation back to the Contractor's facility, in cases when:

- The wrong item was ordered
- Product that was not ordered was delivered
- Unopened product is being returned in the same condition as received for any reason
- Product performance, appearance or other attributes do not meet the Eligible Entity's requirements

## Additional Information/FAQs

This contract is a cooperative contract through NASPO ValuePoint 'Facilities MRO and Industrial Supplies' with the lead agency State of Oregon. To find additional information about this contract, please visit the NASPO ValuePoint contract webpage <https://naspovaluepoint.org/portfolio/facilities-mro-and-industrial-supplies-2018-2023/> ). Once there

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Updated: January 24, 2024

Template version: 7.0

Page 7 of 11

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you may view additional information about the contract, as well as review the original contract RFP, renewal, and amendments.

### Product Specifications, including Environmental Standards and Requirements

**Cleaning Products:** Vendors on this contract may sell cleaning products, however all cleaning products must meet the minimum environmental specifications set forth in the statewide contract FAC85 for Environmentally Preferable Cleaning Products, Programs, Equipment and Supplies (excluding requirements for sanitizers and disinfectants). See the [FAC85 Contract User Guide](#) for more information. The FAC85 contract requires all cleaning chemicals and janitorial paper products to meet “Independently Third-Party Certifications;” meaning that the environmental claims, as well as the product performance, have been tested and certified by an established and legitimate, nationally recognized third party certification program (GreenSeal, UL Ecologo, and for some products, EPA’s Safer Choice). Contract users do not have to analyze technical data and may be assured that the product will perform well yet meet environmental criteria.

### Other Discounts

- **Volume Discounts:** discount is negotiated to buyer if a certain volume of product or service is purchased.
- **Dock Delivery Discount:** discount is provided if product is delivered directly to the loading dock
- **Prompt Pay Discounts:** A discount given to the buyer if paid within a certain time period. These discounts may be found in the [Vendor List and Information](#) section below. All discounts offered will be taken in cases where the payment issue date is within the specified number of days listed by vendor and in accordance with the Commonwealth’s Bill Paying Policy. Payment days will be measured from the date goods are received and accepted / performance was completed OR the date an invoice is received by the Commonwealth, whichever is later to the date the payment is issued as an EFT (preferred method) or mailed by the State Treasurer. The date of payment “issue” is the date a payment is considered “paid” not the date a payment is “received” by a Contractor.

### If the Needed Product Can Not be Found

If a product cannot be found in the vendor’s PunchOut, it is recommended to contact the vendor directly to inquire if it is available for purchase on this contract. If the product meets the scope of the product category, the vendor may be able to add it to their product offerings.

If the product is not listed in the scope of the product category, a buyer may contact the Strategic Sourcing Lead to inquire whether the product may be purchased.





# Contract User Guide for FAC101

## Strategic Sourcing Team Members

This contract is a cooperative contract through NASPO ValuePoint with the lead agency State of Oregon. To find additional information about this contract, please visit the NASPO ValuePoint contract webpage

<http://naspovaluepoint.org/portfolios/details/98/> ). Once there you may view additional information about the contract, as well as review the original contract RFP, renewal, and amendments.

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Updated: January 24, 2024

Template version: 7.0

Page 9 of 11

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## Vendor List and Information\*

Vendor	Master Blanket Purchase Order #	COMMBUYS Catalog Punch Out Available	Contact Person	Phone #	Email	Counties	Discounts (PPD, Dock Delivery, Other)	SDO Certification Type	SDP Commitment Percentage
Master Contract Record	<a href="#">PO-19-1080-OSD03-OSD03-13754</a>	N/A	Sean Corbin	617-720-3105	<a href="mailto:sean.corbin2@mass.gov">sean.corbin2@mass.gov</a>	All	N/A	N/A	N/A
Fastenal	<a href="#">PO-19-1080-OSD03-OSD03-13725</a>	Yes	Bill Franssen	757-342-6123	<a href="mailto:magovsales@fastenal.com">magovsales@fastenal.com</a>	All	N/A	N/A	5%
MSC Industrial Supply	<a href="#">PO-19-1080-OSD03-OSD03-13723</a>	Yes	Paul Medeiros	978- 594-7214	<a href="mailto:Paul.Medeiros@mscdirect.com">Paul.Medeiros@mscdirect.com</a>	All		N/A	5%
Noble Supply & Logistics	<a href="#">PO-19-1080-OSD03-OSD03-13756</a>	Yes	Rick Barone	781-347-1373	<a href="mailto:rbarone@noble.com">rbarone@noble.com</a>	All		N/A	3%
W.W. Grainger	<a href="#">PO-19-1080-OSD03-OSD03-13825</a>	Yes	Erin Charbonneau	617-680-5709	<a href="mailto:erin.charbonneau@grainger.com">erin.charbonneau@grainger.com</a>	All		N/A	5%

\*Note that COMMBUYS is the official system of record for vendor contact information.

\*\*[PO-19-1080-OSD03-OSD03-13754](#) The Master MBPO is the central repository for all common contract files. Price files may be found in the individual vendor's MBPO.

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Updated: January 24, 2024

Template version: 7.0

Page 10 of 11

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## Appendix A:

### UNSPSC Codes:

23-27-00- Welding and soldering and brazing machinery and accessories and supplies  
24-10-00- Material handling machinery and equipment  
27-00-00- Tools and General Machinery  
27-12-00- Hydraulic machinery and equipment  
27-13-00- Pneumatic machinery and equipment  
30-18-00- Plumbing fixtures  
30-19-00- Construction and maintenance support equipment  
31-16-00- Hardware  
31-21-00- Paints and primers and finishes  
39-10-00- Lamps and lightbulbs and lamp components  
39-11-00- Lighting Fixtures and Accessories  
39-12-00- Electrical equipment and components and supplies  
40-10-00- Heating and ventilation and air circulation  
46-17-00- Security surveillance and detection  
47-12-00- Janitorial equipment