



## HUI MEMBERSHIP SOARS

It has been quite a year so far for the Purchasing Hui of Hawaii (Hui). Our membership stands at 350 (members) as of this writing, the highest it's ever been. It's also more diverse than ever. The bulk of our members are still condominium and townhouse associations, but we also have non-profit organizations, hotels, privately owned buildings, businesses and restaurants.

We have added 27 new members so far this year, far exceeding our 2 new members a month goal, and putting us on target for our biggest year ever. We've tapped into the wave of new condo construction for some of our growth, but it's the grass roots, word of mouth, referrals that spurred this growth spurt.

Through the relationships developed over the years with the great managers we get to work with, we continue to get new member referrals. And we appreciate it. We value each and every one of them.

That's why we work so hard to ensure our members are getting lower prices and better service than the industry standard. In fact we believe that over the past 23 years, the Hui has helped raise that standard for the entire condo industry. Our vendors have often told us of non members asking for the "Hui" price.

We will continue to use our substantial buying power to negotiate contracts that save our members money and are lucrative to our vendors. The buying cooperative must work for all involved to be successful. We provide business (volume) to the vendor in exchange for better pricing and service. It works.

In a recent savings analysis for a large condo association (over 500 units) our numbers were impressive. The condo provided its current pricing

for a wide variety of goods & services, which included plumbing service, elevator maintenance service, janitorial supplies, light bulbs and much more. When compared to Hui contracted prices, the Hui prices were on average 29% lower than what the condo is currently paying. The analysis showed that if the association bought just one of each item listed on the report, it would have saved over \$15,000.

This should give our current members confidence that the Hui contracts continue to work, providing great prices and top notch service not available to non members. And, in over 23 years business, there has not been one complaint about our service filed with the Dept. of Consumer Affairs or the Better Business Bureau.

We thank all who have referred a new member. We are honored and humbled by your confidence in our system and promise to do our best for all new referrals. For more information about the Hui, go to our website [www.purchasinghui.com](http://www.purchasinghui.com). For questions, contact us at 487-0525 or email [mail@purchasinghui.com](mailto:mail@purchasinghui.com).

### 2016 Hui Monthly Meeting

August 30, 2016	Iolani Court Plaza
September 27, 2016	Terrazza, Corte Bella, Las Brisas, Tiburon
October 25, 2016	Royal Capitol Plaza
November 15, 2016	Holiday Mixer
December 2016	No Meeting



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Hui Contract: Light Bulbs

# NEW MEMBERS & CONTRACTS

We've added 22 new members from March to August 2016. Those members are: Kuakini Medical Plaza (3/17/16), The Kalakauan (3/16/16), Sixteen Regents (3/24/16), Heights at Wailuna (3/30/16), Makiki Park Place (3/30/16), Park Lane Ala Moana (4/13/16), Kapiolani Terrace (4/6/16), Palehua Community Association (5/1/16), Niihau Apartments (04/20/16), Anapuni Manor (5/18/16), Kaahumanu Plaza (05/6/16), Ka Malanai at Kailua (5/11/16), The Greenway Condominium (5/24/16), Parklen at Waialeale (6/1/16), Hawaiian Princess (5/24/16), Olaloa Retirement Community (6/27/16), Lehua Manor (6/27/16), Parkside Tower (6/27/16), Queens Gate (6/27/16), Mawaena Kai (6/27/16), Lalea at Hawaii Kai (6/27/16), Plantation Town Apartments (6/27/16), The Kalia (7/21/16), and Kapiolani Towers (8/1/16).

We look forward to working with them. Our total membership stands at 350 condominiums, townhouses, non-profits, restaurants and businesses.

We've renewed or awarded 32 contracts from March to July 2016. They are: Doors, Windows & Lanai Enclosures Replacement & Repair, Handyman Service, Roadway, Occupational Safety and Metal Support Products, Signage, Solar/Photovoltaic Systems & Installation, Trash Chute Cleaning, Concrete Surface - Specialty Coatings, Hot Water Energy Management System, Silk Flowers, Carpet Cleaning, Outdoor/Pool Furniture Refurbishing, Security Cameras Alarm Systems & Repair, Surveillance & Access Control Maintenance & Repair, Trash Compactor Maintenance & Repair, Electrical Service, Fire Equipment Inspection, Landscaping Maintenance, Plumbing Service, Power Washing, Water Extraction, Water Specialty Services, Commercial Furniture, Garage Door Maintenance & Repair, Landscaping Supplies, Mobile Applications & Websites, Office Supplies, Railing and Windows, Carpet Cleaning, HVAC Service & Repair, Janitorial Industrial Chemicals, Janitorial Supplies, and Toilet Paper/Hand Towels.

We have 71 products and services under contract with 73 vendors.

## HUI HOLIDAY MIXER

The 2016 Purchasing Hui of Hawaii Holiday Mixer will be held at the Neal Blaisdell Center - Hawaii Suites on November 15, 2016.

As part of the Hui Members Incentive Program and Lucky Numbers the Hui will be giving away great prizes. Be sure to mark your calendar. See you there!

### ATTENTION HUI VENDORS

Register early & save your spot! Email [mail@purchasinghui.com](mailto:mail@purchasinghui.com) for more information.



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**Hui Contract: Trash Chute Cleaning and Trash Compactor Maintenance & Repair Service**



# THE CONDO APP

The Condo App is a mobile application that vastly improves the communication process between managers and their residents.

The Condo App has a communication component and a management component. Main feature on communication side; Push Notifications, which are messages sent to your residents' smart phones instantly from management about anything on-site, eg. water shut-offs, common area maintenance, anything that has a direct or indirect impact on the residents. Push notifications are great because they sit in the phone's notifications bar and the user HAS TO see it if they want to delete it. Push Notifications can be sent to all residents, to only one resident at a time, or they can be sent to groups. Some notable communication-side features include the Lost and Found section and Bulletin Board.

On the management side, we've made life easier by automating some current manual processes eg. Work Orders: maintenance tasks in the building - just take a picture of an object, assign it to a staff member, set a completion date and time. Staff members receive said task and marks it done upon completion. Other maintenance features include self-populating reservation calendars for move-in elevators or recreation areas. And many more.

The Condo App is built specifically for YOUR building. Branded as your building's app so it is not shared with anyone and you choose as many or as few features as you think your building needs.

Our current pricing is a \$500 setup fee and then a \$49 monthly fee good through December 2016. Thereafter our pricing will change to a \$800 setup fee and a \$79 monthly fee. Purchasing Hui members will get 15% off of their setup and monthly fee now and after December 2016.

We'd like to come in and present to your boards of directors so we can answer any questions they have. Call Cheehoo Software at 1-800-644-0320 or go to [www.thecondoapp.com](http://www.thecondoapp.com).



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**Hui Contract: Fire Equipment Inspection Service**