

Legally Buying with  
Co-Op Programs

WHAT YOU DON'T KNOW  
CAN HURT YOU!!

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Background:

Brendan Tobin

Councilman for 6 years

Fire Commissioner for 10 years


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Also Known As...

GETTING WHAT YOU  
REALLY WANT & NEED!

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Let's start with bidding!



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Brought to you by:

Brendan Tobin

NJ Government Sales Manager  
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In Municipal Sales since 2006

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The many steps of bidding:

- 1.) Figure out what you want AND can afford
- 2.) Submit it to council for budget approval
- 3.) Wait and wait and wait and wait....
- 4.) Get it approved
- 5.) Make sure the bid spec is still good... MAYBE?
- 6.) Make sure the budget price is still good... NO CHANCE!
- 7.) Go out to bid
- 8.) Receive and review bids
- 9.) Determine who does and doesn't meet spec
- 10.) Award a contract
- 11.) Wait for what you ordered

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Orrrrrrrrr....

You can use a contract that has already been bid by someone else!

MAYBE!


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Bidding has limitations....



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Bidding has its limitations....



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Bidding limitations....



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One very efficient aircraft...

Owned by Global Super Tanker, it entered service in 2009. It can dump 19,600 gallons of water or fire retardant and can carry it as much as 400 miles. It can drop a trail 3 miles long and 50 yards wide at heights of just 400 to 800 feet up. It can land, refill, and be back in service within 30 minutes.



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Let's develop a bid spec!



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MEANWHILE....



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Emergency Contracts...

Do NOT include most things you need to buy, even in emergencies. You have to buy from state contracts or co-ops or by bidding for most things.

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Federal "Sole Source Contract!"



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After Hurricane Sandy, NY & NJ used AshBritt on a CT contract:



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Does NJ have that?

State of NJ 40A: 11-6  
Emergency Contracts...

"...an emergency affecting the public health, safety or welfare requires the immediate delivery of goods or the performance of services;"

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Moore, Oklahoma, 2013



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Let's talk about bidding....



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A little history on Co-Op Buying and the State of New Jersey...

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State Contract & County Co-Ops vs Co-Op Buying Programs:  
  
There are major differences!

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There are several Co-Op Programs in NJ that you can buy through:



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- There are several Co-Op Programs in NJ that you can buy through:
- ▶ County Co-Ops (Bergen, Somerset, Ocean, etc.)
  - ▶ The Morris County Co-Operative Pricing Council
  - ▶ Cranford Police Co-Operative Buying System

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Bidding vs. Co-Op Buying:  
  
Perils and pitfalls...

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Houston-Galveston Area Council



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What does the DCA say about using these programs?



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And then there's....



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What happens if you don't follow the DCA and Co-Op rules?



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Formerly called the "Middlesex Regional Educational Services Commission, MRESC"



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How do you join a co-op?



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# State Contract Buying is not dead!

new jersey

treasury

the department of the treasury

division of

purchase and property

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## Different jobs, different tools...



K 114  
COMBI



CHAIN ROTORS



ROTOMAX



TRISTAR

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# Any questions?

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## Different jobs, different tools... same maintenance needs



K 114  
COMBI



CHAIN ROTORS



ROTOMAX



TRISTAR

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## Let's continue...

- ▶ We have better ways to get what we want and need for our jobs, but the jobs we do can vary by town, by day, by the hour, so why not get what you want and need to do the job right?

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## Different jobs, different tools...



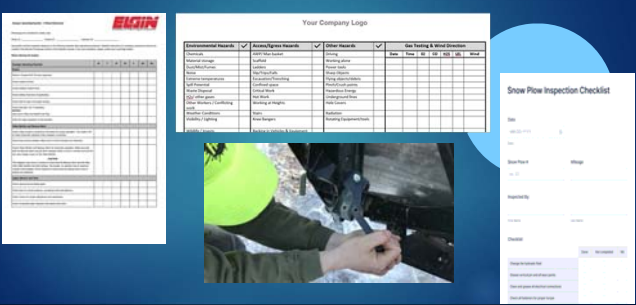
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Different jobs, different tools...



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Different tools, same maintenance



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Different tools, same maintenance



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Have your records in order...



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Different tools, same maintenance

VAC-CON HYDROSTATIC COMBINATION MACHINE LUBRICATION CHART

LOCATION	ITEM TO BE LUBRICATED	FREQUENCY	LUBRICANT TYPE	LOCATION	ITEM TO BE LUBRICATED	FREQUENCY	LUBRICANT TYPE
1	HYDRAULIC PUMP	MONTHLY	SAE 15W-40 HYDRAULIC OIL	7	DOOR SEAL	MONTHLY	SAE 15W-40 HYDRAULIC OIL
2	HYDRAULIC CYLINDER	MONTHLY	SAE 15W-40 HYDRAULIC OIL	8	DOOR SEAL	MONTHLY	SAE 15W-40 HYDRAULIC OIL
3	HYDRAULIC CYLINDER	MONTHLY	SAE 15W-40 HYDRAULIC OIL	9	DOOR SEAL	MONTHLY	SAE 15W-40 HYDRAULIC OIL
4	HYDRAULIC CYLINDER	MONTHLY	SAE 15W-40 HYDRAULIC OIL	10	DOOR SEAL	MONTHLY	SAE 15W-40 HYDRAULIC OIL
5	HYDRAULIC CYLINDER	MONTHLY	SAE 15W-40 HYDRAULIC OIL	11	DOOR SEAL	MONTHLY	SAE 15W-40 HYDRAULIC OIL
6	HYDRAULIC CYLINDER	MONTHLY	SAE 15W-40 HYDRAULIC OIL	12	DOOR SEAL	MONTHLY	SAE 15W-40 HYDRAULIC OIL

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PEOSH & OSHA



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If PEOSH shows up randomly to inspect, let them IN! OSHA needs a reason to come in to inspect.



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Any questions?

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The EYE in the SKY!



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One last thing...



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