

## METHOD OF OPERATION

### 21DPP00589, T0983 Environmental Testing Instruments, Equipment and Supplies for Air and Water Quality Testing and Monitoring – Statewide

**Revised 03/30/2022**

Effective Dates: **September 1, 2021 through August 31, 2024** with the possibility of up to three (3) one-year extensions, with no single extension exceeding one year.

#### **BACKGROUND:**

The State of New Jersey Division of Purchase and Property has awarded Blanket P.O.s to the below Vendors {Contractors} for Environmental Testing Instruments, Equipment and Supplies for Air and Water Quality Testing and Monitoring.

The State awarded Statewide Blanket P.O.s to each responsive Vendor {Bidder} that submitted a Quote that met the category definition and requirements of the Bid Solicitation.

Awardees	Blanket P.O. Number
Continental Fire & Safety Inc.	21-FOOD-01681
Gen-EI Safety & Industrial Products LLC	21-FOOD-01682
Wilbur Technical Services	21-FOOD-01683
Hach Company	21-FOOD-01684
All Hands Fire	21-FOOD-01685
YSI Inc.	21-FOOD-01686
<b>**H. M. Miller Sales Company (Refer to Amendment 1 Contract Assignment)</b>	<b>22-FOOD-09931</b>
Draeger Inc.	21-FOOD-01688
Cemtech Energy Controls Inc.	21-FOOD-01689
Thermo Environmental Instruments LLC	21-FOOD-01690
OTT Hydromet Corp.	21-FOOD-01691
*Ambilabs LLC	22-FOOD-02553
*American Ecotech LC	22-FOOD-02552
*Teledyne	22-FOOD-02551
*Vaisala	22-FOOD-02550

*\*Blanket PO Effective date is 12/01/2021*

*\*\*Blanket PO Effective date is 03/30/2022*

#### **BLANKET P.O. METHOD OF OPERATION:**

Blanket P.O. users shall make purchases from that Vendor {Contractor} whose Blanket P.O. terms and conditions are most advantageous, price and other factors considered. Using Agency shall initiate a Blanket P.O. purchase on an as-needed basis by preparing clear and unambiguous requirements for the goods to be ordered, based solely upon the Using Agency's needs. At the time of auditing, Using Agency will be required to demonstrate that the establishment of the purchase requirements is free from any bias or inclination against or in favor of any Vendor {Contractor}. Using its purchase requirements, current price list (as published in the Attachments tab of the Blanket P.O. in **NJSTART**) and Blanket P.O. discount or markup, a Blanket P.O. user shall determine the final purchase price for each Blanket P.O. for a given price line item. The Blanket P.O. user must document all phases of its Blanket P.O. selection process for each purchase under any Blanket P.O. resulting from this Bid Solicitation.

All documentation shall be preserved and presented to auditors upon request. This Bid Solicitation is designed to establish convenience Blanket P.O.s only and not to replace the Blanket P.O. selection process outlined above. **No exception shall be permitted.**

**All State Using Agencies are required to receive OHSP and OIT approval prior to issuance of a purchase order for any awarded product that requires and/or makes use of internal or external State network connections. Examples include, but are not limited to, those products that will transfer data to/from the State network, require that data be stored in the Cloud/off-premises and accessed by State Using Agency employees or for which proprietary software is required to operate. The Vendor {Contractor} shall work with the State Using Agency to collect the information necessary, whether from Vendor {Contractor}, Manufacturer, or other third-party, for OHSP and OIT to review whether the software and/or service meets the State's security standards.**

The Division's Contract Compliance and Audit Unit (CCAU) may conduct an audit of any Blanket P.O. user's purchase transactions and documentation at any time during and after the Blanket P.O. term.

Blanket P.O. users shall report all purchases made under Blanket P.O.s resulting from this Bid Solicitation to the CCAU upon request. The report shall include the reasons for selecting a particular Blanket P.O. and identify the Blanket P.O. user, parts description, State Blanket P.O. and line #, quantity purchased and total purchase order price.

#### **DELIVERY REQUIREMENTS:**

Vendor {Contractor} deliveries for all contracted items shall be made within the delivery timeframes noted on the State-Supplied Price Sheet and in strict accordance with the instructions from the Using Agency. Prices for items in Quotes shall be submitted Freight On Board (F.O.B.) Destination.

When there is a discrepancy between the delivery days listed in the General Tab in **NJSTART** and the State-Supplied Price Sheet, the State-Supplied Price Sheet delivery days shall govern.

The Vendor {Contractor} must deliver products to Using Agencies on an as-needed basis. The Vendor {Contractor} shall make arrangements for delivery of products upon receipt of a purchase order. The delivery location will be specified in the purchase order.

All deliveries must be made as instructed by the Using Agency, during working hours, except on legal holidays.

Deliveries shall not be made on the following State observed holidays, which may be updated from time to time:

- New Year's Day;
- Martin Luther King Jr. Day;
- Presidents Day;
- Good Friday;
- Memorial Day;
- Juneteenth
- Independence Day;
- Labor Day;
- Columbus Day;
- Election Day;
- Veterans Day;
- Thanksgiving Day; and
- Christmas Day.

Using Agencies may specify alternate delivery sites and /or hours, when necessary.

The State of New Jersey will not be bound to any minimum, average or maximum order quantities per the term of the Blanket P.O.

The Vendor {Contractor} shall contact the Using Agency location prior to each delivery, advising estimated date and time of arrival, product to be delivered, and estimated quantity.

The Vendor {Contractor} shall package and protect all material so that they are delivered to the Using Agency in an undamaged condition. The State reserves the right to reject any material which is damaged or delivered or received in an otherwise unacceptable condition. Any charges incurred due to damaged materials shall be the responsibility of the Vendor {Contractor}.

**EMERGENCY DELIVERIES:**

In addition to routine delivery requirements, Using Agencies may have emergencies requiring expedited delivery. The Using Agency will be responsible for any costs associated with expedited delivery. For emergency orders, the Vendor {Contractor} shall provide delivery within forty-eight (48) hours.

**RESTOCKING FEES:**

The Vendor {Contractor} may charge a restocking fee for products ordered in error by the Using Agency and returned by the Using Agency. Return shipping fees will be at the Using Agency expense for products ordered in error.

**AGENCY-USE PRICE LINE 3:**

An Agency-Use Price Line (Price Line 3) will be added to all Vendors {Contractors} Blanket P.O.s to allow for the Using Agency payment of expedited delivery charges, restocking fees or return shipping charges.

**AUTHORIZED DEALER/DISTRIBUTOR LISTING:**

The Blanket P.O. under Draeger Inc. (21-FOOD-01688) contains dealers/distributors. Refer to the “Distributor” tab under the “Vendor” tab in NJSTART for the complete list of authorized dealers/distributors.

**AWARD SUMMARY:**

**CATEGORY 1 - Air Quality Testing Instruments, Equipment and Supplies (Price Line: 1)**

<b>Proposed Awardee</b>	<b>Brand Proposed for Award</b>	<b>Discount Proposed for Award</b>	<b>Delivery Days After Receipt of Order (ARO)</b>
Ambilabs LLC	Ambilabs	5%	45 Days ARO
American Ecotech LC	Ecotech	5%	45 Days ARO
Gen-el Safety & Industrial Products LLC (Gen-el Safety)	Gen-el Calibration Service	0%	2 days ARO
Gen-el Safety	Honeywell Rae Systems Wireless Monitors	1%	5 Days ARO
Gen-el Safety	Honeywell Rae Systems Portable Monitors	5%	5 Days ARO
Gen-el Safety	Honeywell Rae Systems Fixed Meshgard Monitors	1%	5 Days ARO
Gen-el Safety	Norco Inc. Calibration Gas	3%	5 days ARO
Gen-el Safety	Reed Instruments	5%	5 days ARO
Gen-el Safety	Sensit Technologies	5%	5 days ARO
Gen-el Safety	Gasmet Technologies	0%	5 days ARO

All Hands Fire Equipment LLC (All Hands Fire)	Sensit Technologies	12%	30 days ARO
Wilbur Technical Services LLC	Synspec	0%	30 days ARO
Wilbur Technical Services LLC	Met One Instruments	0%	30 days ARO
Wilbur Technical Services LLC	Magee Scientific	0%	30 days ARO
Wilbur Technical Services LLC	DR DAS	0%	30 days ARO
Wilbur Technical Services LLC	Alicat	0%	30 days ARO
Wilbur Technical Services LLC	Aeroqual	0%	30 days ARO
Continental Fire & Safety Inc. (Continental Fire)	Sensit Technologies	5%	30 days ARO
Draeger Inc.	Draeger Inc.	5%	60 days ARO
H. M. Miller Sales Company	MicroMod Automation	2.5%	30 days ARO
H. M. Miller Sales Company	Thermo Scientific	2.5%	30 days ARO
H. M. Miller Sales Company	Macurco Gas Detection Analyzers	2.5%	30 days ARO
H. M. Miller Sales Company	Kurz Instruments	2.5%	30 days ARO
Cemtech Energy Controls, Inc.	PR Electronics	10%	3 -4 weeks ARO
Cemtech Energy Controls, Inc.	Reotemp	15%	1-2 weeks ARO
Cemtech Energy Controls, Inc.	Honeywell Analytics BW Portable Gas	10%	1-2 weeks ARO
Cemtech Energy Controls, Inc.	Honeywell Analytics Industrial Gas	10%	5-6 weeks ARO
Cemtech Energy Controls, Inc.	Fuji Electric	0%	5-6 weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa ZR	10%	2-10 Weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa AXW	35%	2-12 Weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa DY	10%	2-8 Weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa C13	0%	1-8 Weeks ARO
Thermo Environmental Instruments LLC	Thermo Environmental Instruments LLC iQ Series Gas Analyzers	2.5%	30 days ARO
Thermo Environmental Instruments LLC	Thermo Environmental Instruments LLC iSeries Gas Analyzer	2.5%	30 days ARO
Thermo Environmental Instruments LLC	Thermo Environmental Instruments LLC Mercury Analyzer	2.5%	30 days ARO
Thermo Environmental Instruments LLC	Thermo Environmental Instruments LLC Industrial Hygiene	2.5%	30 days ARO

Thermo Environmental Instruments LLC	Thermo Environmental Instruments LLC Particulate Analyzers	2.5%	30 days ARO
Thermo Environmental Instruments LLC	Thermo Environmental Instruments LLC System Instruments	2.5%	30 days ARO
Teledyne	Teledyne API	7%	30 Days ARO
YSI Incorporated (YSI)	YSI Inc.	7%	30 days ARO
Vaisala	Vaisala	0%	Up to 30 Days ARO

**CATEGORY 2 - Water Quality Testing Instruments, Equipment and Supplies (Price Line: 2)**

<b>Proposed Awardee</b>	<b>Brand Proposed for Award</b>	<b>Discount Proposed for Award</b>	<b>Delivery Days After Receipt of Order (ARO)</b>
H. M. Miller Sales Company	ABB Inc. pH Analyzer / Instruments & Supplies	2.5%	30 Days ARO
H. M. Miller Sales Company	ABB Inc. / ACS LVD Water & Water Waste	10%	30 Days ARO
Gen-el Safety	HazTech Systems	1%	3 days ARO
Gen-el Safety	CTL Scientific	2%	5 days ARO
Hach Company	Hach	0%	30 days ARO
Hach Company	AppliTek	0%	30 days ARO
Hach Company	Lachat	0%	30 days ARO
Hach Company	Marsh McBirney	0%	30 days ARO
Hach Company	Orbisphere	0%	30 days ARO
Hach Company	Polymetron	0%	30 days ARO
Hach Company	Radiometer	0%	30 days ARO
Hach Company	WaterTrax	0%	30 days ARO
H. M. Miller Sales Company	Pulsar / Greyline	2.5%	30 days ARO
H. M. Miller Sales Company	AMETEK Sensors & AMETEK US Gauge	2.5%	30 days ARO
Cemtech Energy Controls, Inc.	Fuji Electric	0%	5-6 weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa pH	10%	1-6 Weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa AXR	15%	2-12 Weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa EJA-E	40%	1-10 Weeks ARO
Cemtech Energy Controls, Inc.	Yokogawa FX	10%	1-8 Weeks ARO
OTT Hydromet Corp.	Hydrolab	3%	30 days ARO
OTT Hydromet Corp.	Sutron	3%	30 days ARO
OTT Hydromet Corp.	Seabird	3%	50 days ARO
YSI	YSI Inc.	7%	30 – 90 days ARO