



Finance Department Purchasing Services

David P. Schmiedicke, Director
City-County Building, Room 406
210 Martin Luther King, Jr. Blvd.
Madison, WI 53703
Phone: (608) 266-4521 | Fax: (608) 267-5948
purchasing@cityofmadison.com
cityofmadison.com/finance/purchasing

Accounting Services Manager
Patricia A. McDermott, CPA

Budget & Program Evaluation Manager
Christine Koh

Internal Audit & Grants Manager
Kolawole Akintola

Risk Manager
Eric Veum

Treasury & Revenue Manager
Craig Franklin, CPA

Non-Competitive Selection Request

Requisition Number

Fund
2200 FLEET SERVICES

Major
53*** Supplies/Goods

Agency
Fleet Services

Total Purchase Amount
\$ 1,300,000.00

Vendor Name
Hartland Fuel Products LLC

Product/Service Description
Renewable Diesel

Exception Criteria

2. The services or goods required are available from only one person or firm (i.e., true sole source).
7. A particular consultant has provided services to the City on a similar or continuing project in the recent past, and it would be economical to the City on the basis of time and money to retain the same consultant.

Reason For Request

Renewable diesel is a clean energy fuel that does not require costly infrastructure improvements to use, but is only readily available on the West coast. In order to use it in our fleet operations, we must work with a vendor who is able to deliver the product in a timely fashion and at a variety of blends depending on weather conditions. After consulting with several vendors and asking for quotes, Hartland Fuel Products is the only vendor who has been able to provide a quote that meets those requirements. In addition, this vendor successfully worked with us in 2025 and has experience testing the various renewable diesel blends we are exploring. Working with Hartland is the most efficient option as we continue to test renewable diesel blends for us in cold weather.

October 15, 2024

Page 2

Requestor

Darken, Rachel

Comments

The City of Madison has paid Hartland Fuel Products a total of \$46,435,071 since 2015. The breakdown of those payments by type of selection is as follows:

Competitively selected	-	\$33,126,977
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State Contract	-	\$12,600,192
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Small payments under threshold requiring competitive selection	-	\$66,726
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Non-Competitive - \$641,176