



Finance Department

Purchasing Services

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Treasury & Revenue Manager

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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.

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