



Bid Waiver Form

Revised 01/2022

Short Description of Goods/Services	FY22 and FY23 Super Duty Truck Purchases - All Depts.	Total Cost	Based on budget availability.
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Vendor Name	To Be Determined	MUNIS #	N/A	Req #	N/A
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Purchasing Officer	Carmen Hidalgo	Date	12/05/2022
Department	Purchasing/All Depts.	Email	hidalgo.carmen@countyofdane.com
Name	Carmen Hidalgo	Phone	608.266.4966

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

Fiscal year 2022 and fiscal year 2023 Super Duty Truck purchases for all Departments that budgeted Super Duty Trucks.

Send to a Purchasing Officer Once Completed



Bid Waiver Form

Revised 04/2021

Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

Dane County typically purchases all vehicles utilizing the State of Wisconsin contract for Ford, Chevrolet and Dodge. Dane County Purchasing has assisted in planning and placing orders for 19 Super Duty trucks for departments. Dane County Purchasing was notified by Ford/Ewald on Monday, December 5th that only 4 of the 19 vehicles would be able to be put into production due to allocation limitations set by the manufacturer. Purchasing will work with Departments to determine the 4 to be allocated. The manufacturer has cited a shortened model year, continuing microchip shortage and global supply chain disruptions as the reasons for the allocation.

Therefore, Dane County will not be able to order/receive 15 of the 19 trucks that were to be built. The first purchase orders for these trucks were submitted to the vendor in July. It was not until 5 months later when Dane County was notified of the manufacturer allocation and canceled orders. After follow up with Ewald, there is no guarantee that this will not occur again for all Super Duty truck orders placed in 2023.

The departments this will currently affect are Highway, Sheriff and Land and Water. These trucks were to replace older and aging (high miles) trucks with the majority providing life safety services to the public (snow plowing, beltline safety truck, etc.).

Due to the manufacturer allocation limits severely impacting the needs of the departments and continued vehicle shortages across the entire auto industry, this bid waiver is requesting the ability and spending authority to purchase any Super Duty Truck by obtaining 1 quote from any truck dealership that has inventory available that can match the needs of the departments. Some of these trucks are more specialized than a normal truck that is sold to the public so when a truck is found that includes the features and specs needed, it is imperative to County operations that Departments would be able to obtain a quote from the vendor and proceed with the purchase in an expedited fashion.

The total spend for these trucks would not exceed budgeted and approved amounts. Vehicle purchases outside of Super Duty Trucks would continue to be purchased through the State Contract.

Bid Waiver Approval (For Purchasing Use Only)

Under \$40,000 (Controller)

\$40,000+ (Personnel & Finance Committee)

Date Approved:

Send to a Purchasing Officer Once Completed



Nathan Oscarson
Government Sales

16800 Executive Plaza Dr
Dearborn, MI 48126

Dear Dane County, FIN QO630:

Ford Pro™ is excited to begin taking orders for the all-new 2023 model year (23MY) Super Duty® starting in mid-November. The next-generation 2023 Ford F-Series Super Duty takes our trusted heavy-duty truck to the next level with must-have tech such as Pro Power Onboard™ and our exclusive suite of software and services that help maximize uptime, accelerate productivity and lower the cost of ownership.

Given the shortened model year, continuing microchip shortage and global supply chain disruptions, we anticipate an over-subscribed Super Duty government order bank.

To avoid uncertainty about the quantity of trucks we will be able to supply, I'm pleased to introduce our Super Duty Allocation Program. Under this new program, we will reserve production slots for our best Super Duty state and local government partners. This pilot program will provide transparency, certainty and allow you to better plan for your future fleet needs.

Based on your five-year average Super Duty purchase history, your anticipated allocation for 23MY will be 4 units (the "projected allocation").

While every effort will be made to supply your projected allocation, please remember that orders in the dealer's order banks are no guarantee of future production. In addition, inflation and significant rises in raw material costs are impacting new vehicle pricing. We will not guarantee price protection on unbuilt 22MY orders that are re-entered into the 23MY order bank. However, once a purchase order is submitted to your Ford dealership, we will honor the current price level throughout the entire model year, regardless of when the Super Duty is produced or delivered.

We appreciate your understanding as we work through these challenging times. Please contact your dealership representative for complete details. Thank you again for your loyalty and support of the Ford brand.

Sincerely,

Nathan Oscarson

National Government Sales Manager

Patten (Purchasing), Peter

From: skussow@ewaldauto.com
Sent: Saturday, December 3, 2022 2:48 PM
To: Patten (Purchasing), Peter; Hidalgo, Carmen
Cc: Shelley, Jenna; Schwab, Ryan; Pelton, Tim; cgensch@ewaldauto.com
Subject: Ford Super Duty Orders
Attachments: Customer_letter-23MY_Super_Duty_Allocation.docx

This Message Is From an External Sender

This message came from outside your organization.

Carmen and Pete;

We have nineteen 2023 Ford Super Duty truck orders for Dane County; 13 for Highway, 3 for Parks, and 3 for the Sheriff's Department. Ford has approved allocation for four trucks for Dane County based on your past 5 years purchase history (see attached letter from Ford). I will need to know which of these four trucks is the highest priority for us to order for you.

There is an opportunity to still get the other trucks built, but the chances for that are based on Ford not filling all of the current allocation that they have for customers. In my opinion the chances for additional trucks for the 2023 model year are slim. Keep in mind that 2024 model year ordering is due to open up sometime within the first half of the 2023 calendar year, with production beginning in the fall of 2023. Ford however will NOT price protect from the 2023 model year to the 2024 model year.

Let me know how you would like to proceed.

Scott Kussow - Director of Fleet Sales
Ewald Automotive Group
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Oconomowoc, WI. 53066
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Easy!



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