



# Bid Waiver Form

Revised 01/2022

<b>Short Description of Goods/Services</b>	Supply of Service/ Maintenance Support & Goods for RNG Plant Vacuum Pumps	<b>Total Cost</b>	\$490,000+ 5 Years		
<b>Vendor Name</b>	Busch Consolidated Inc	<b>MUNIS #</b>	31213	<b>Req #</b>	
<b>Purchasing Officer</b>	Pete Patten	<b>Date</b>	12/6/2022		
<b>Department</b>	Waste & Renewables	<b>Email</b>	carlson.lindsey@countyofdane.com		
<b>Name</b>	Lindsey Carlson	<b>Phone</b>	608-405-2036		

**\*A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL\***

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

The Department of Waste & Renewables (W&R) is requesting a 5 Year Waiver of Bid for Vendor Busch Consolidated Inc.

At request of W&R and as mutually agreed upon by Vendor, Busch will provide planned and emergent maintenance support and supply of goods (filter kits, couplings, oil, etc) for the Busch vacuum pumps which are integral to operations of the Renewable Natural Gas (RNG) Plant. W&R has QTY (12) Busch vacuum pumps at the RNG Plant. Busch will provide the following at need and request of the county & as mutually agreed upon by the vendor:

Service Support as needed by the County with rates specified in the attached proposal. The attached proposal outlines costs if W&R were to completely outsource the labor, however, W&R does not anticipate relying on Busch fully for maintenance. Therefore, the proposal is included for reference only, as actual cost for labor will be less than what's specified in the proposal. Full service support would include semiannual & annual preventative maintenance including Busch parts & labor, vacuum pump scheduled exchanges, maintenance tracking & visit reports, one unplanned visit per year.

Also attached are representative invoices from 2022 projecting anticipated needs of the requested 5 Year bid waiver term. Summary of costs:

Service Support for Oil Change = \$144,000

Supply of Oil = \$126,000

Supply of Filter kits = \$156,000

Total projected costs & requested Bid Waiver amount = \$144,000 + \$126,000 + \$156,000 = \$426,000 \* 15% for possible market increases = ~\$490,000

**\*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:

Busch Consolidated, as the manufacturer of the Vacuum Pumps has provided W&R with service support and supply of goods (equipment, oil, parts) since the RNG Plant's commissioning. They are the sole service provider and supplier of genuine Busch parts for the vacuum pumps and are therefore the only vendor who possesses the unique and singularly available ability to meet the needs of W&R and are a critical partner to minimize plant downtime and therefore revenue loss.

## 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\***

## 5 – YEAR COMPLETE MAINTENANCE PROGRAM COUNTY OF DANE

### HIGHLIGHTS OF PROGRAM

- Semi-Annual/Annual Field Service Visits including genuine Busch parts and labor
- Vacuum pump scheduled Exchanges
- Maintenance tracking and visit reports
- One unplanned visit per year
- Price locked in for 5 years

### SCOPE OF WORK

**Semi Annual Visits** – Our Field Service Specialist will complete the following on a maximum of Initial visit to align each pump to planned maintenance schedule.

- R5 RA/RC 1600
  - **Every Semi-Annual VisitSemi-Annual PM:**
    - Complete 12-point inspection checklist
    - Check electrical components
    - Check filter elements
    - Check service readings
    - Check all alarms for proper operation
    - Check vacuum switch settings
    - Check vacuum pump oil
  - **Annual Visits:**
    - All Semi annual actions stated above
    - Change inlet filter
    - Change Vacuum pump oil
    - Change Vacuum pump oil filter
    - Change Vacuum pump Exhaust filters
    - Replace oil sight glass
  - **ExchangePlus: 12 exchanges included**
    - Flat Rate price
    - Busch pays for shipping both ways
    - Extended 24-month warranty
    - Flat price excludes motor and exhaust box replacement
    - Factory new module installed on each exchange
- Labor and Travel
  - All labor to do above activities is included.
  - All travel cost to have Busch FSS at County of Dane location will be included.

## COUNTY OF DANE SCHEDULE & PRICING

### 5 YEAR COMPLETE MAINTENANCE AGREEMENT

R5 RA/RC 1600 Activity Type	County of Dane Maintenance				
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Semi Annual	12	12	12	12	12
Annual	12	12	12	12	12
Exchange	2	3	3	2	2

	Pricing options							
	Monthly		Quarterly		Annual		5 Year	
	Total	Per Pump	Total	Per Pump	Total	Per Pump	Total	Per Pump
Preventative Maint.	\$ 5,630.63	\$ 469.22	\$ 16,891.89	\$ 1,407.66	\$ 67,567.56	\$ 5,630.63	\$ 337,837.80	\$ 28,153.15
Exchange	\$ 5,717.44	\$ 476.45	\$ 17,152.32	\$ 1,429.36	\$ 68,609.28	\$ 5,717.44	\$ 343,046.40	\$ 28,587.20
<b>Total Costs:</b>	\$ 11,348.07	\$ 945.67	\$ 34,044.21	\$ 2,837.02	\$ 136,176.84	\$ 11,348.07	\$ 680,884.20	\$ 56,740.35

\*Exchanges are highly recommended but not required. The schedule for exchanges seen above is tentative and can be changed based upon needs of the customer.

\*\* Pricing only valid with agreement of program, any work outside of this agreement is subject to 2023 pricing.

# Busch Vacuum Pumps and Systems

## Field Service

### We'll Keep Your Vacuum Pumps Running

Busch field service specialists have the product knowledge, application experience and hands-on capabilities to help keep your Busch vacuum pump running. Field services include a free plant survey, start-up assistance, maintenance training, pump preventative maintenance, diagnostics and troubleshooting and a 12-point pump inspection.

### 12-Point Pump Inspection

During the 12-point pump inspection for rotary vane pumps, a field service specialist will check the following:

- End vacuum
- Exhaust back pressure
- Gas ballast valve
- Motor couplings
- External surface temperatures
- Cooling system operation
- Inlet connections
- Discharge connections
- Oil condition
- Oil leaks
- Safety switches
- Missing or damaged items



### Inspection Report

After the inspection, a detailed report is provided with all readings, measurements and observations. Your field service specialist will include recommendations on how to improve or enhance pump operation, performance and reliability. The 12-point inspection also available for Panda vacuum boosters and Mink vacuum pumps.

# Exchange PLUS

## RAPID RESPONSE SERVICE



**Increase your uptime and efficiency with our comprehensive service support program.**

Direct vacuum pump exchange, full remanufacturing, genuine spare parts and 24/7 response. **When every second counts, our rapid response time keeps your vacuum equipment running.**

### Exchange PLUS Program Benefits

#### Complete Exchange at a Flat Rate Price\*

New module on every vacuum pump, with complete 100% factory remanufacture of all other components. Painted to as-new condition.

#### Full 24-Month Warranty

Material and workmanship guaranteed for two years from the date of shipment.

#### 24-Hour Response Time

Expert support when and where you need it.

### Nationwide Field Service Support Benefits

#### Dedicated Fast Acting Service Team

Just a phone call away. Rapid response with Service Centers and expert Field Service Specialists from coast to coast.

#### Limited Risk of Breakdowns

To bring even further peace of mind, Busch offers Field Service Plans tailored to your needs, including asset management and training programs.

#### The Highest Standards

Field Service Specialists use only Busch Genuine Spare Parts and Accessories to guarantee the optimum performance and operational security of your vacuum equipment.

*\*Pick-up and delivery is included along with return of the customer core at no additional cost. The Exchange PLUS program is eligible on select vacuum pump models. Contact your local representative for more details.*

## DO YOU WANT TO KNOW MORE?

Contact us for more details.

1-888-BUSCH-US or [service@buschusa.com](mailto:service@buschusa.com)



# Busch Vacuum Solutions



**SERVICE INVOICE 60029929**

**ORIGINAL**

**Customer:**

COUNTY OF DANE - DEPARTMENT OF WAST  
 ATTN: JIM SKJOLAAS  
 7102 US HWY 12  
 MADISON, WI 53718

**Delivery Address:**

COUNTY OF DANE - DEPARTMENT OF WAST  
 ATTN: JIM SKJOLAAS  
 7102 US HWY 12  
 MADISON, WI 53718

**Customer No.** : BP0033293  
**Representative** : 8062  
**Customer PO No.** : 20220753  
**Email Address** : invoices-waste@countyofdane.com

**Carrier** : Bestway  
**Order Date** : 07-08-2022  
**Order No** : 704003000  
**Invoice Date** : 10-31-2022

Description	Quantity	Unit	Price	Discount	Amount
Other RA1600 PM SERVICE	4.0000	ea	1202.9500		4,811.80

2 pumps \* 2 oil changes per pump \* 5 years= Up to 120 oil changes for 5 Years  
 Total estimated cost = QTY 120 oil changes \* \$1,200 (labor cost per oil change)=  
 \$144,000

*A Handling Fee of \$100 will be added LTL shipments moving Collect, Third Party or Will Call*

**\* FULL DISCLOSURE OF BUSCH LLC SALES AND SERVICE TERMS AND CONDITIONS ARE LOCATED AT WWW.BUSCHUSA.COM \***

Terms of Delivery	EXW/HDL & SHP PPD/ADD
Terms of Payment	Net 30

Goods	0.00
Discount	0.00
Costs	4,811.80
Net Amount	4,811.80
Others	0.00
Tax Total	0.00
Total(\$)	4,811.80

**When remitting, please reference :** 60029929-BP0033293

**Remit to:** Busch LLC  
 PO Box 8247  
 Virginia Beach, VA 23450

ISO 14001 2015 registered

**SELLER'S TERMS AND CONDITIONS OF SALE APPLY TO ALL ORDERS. SEE ATTACHED**



# Busch Vacuum Solutions



SALES INVOICE 10354150

ORIGINAL

**Customer:**

COUNTY OF DANE - DEPARTMENT OF WAST  
ATTN: LINDSEY CARLSON  
7102 US HWY 12  
MADISON, WI 53718

**Delivery Address:**

COUNTY OF DANE - DEPARTMENT OF WAST  
ATTN: LINDSEY CARLSON  
7102 US HWY 12  
MADISON, WI 53718

Customer No. : BP0033293  
Representative : BOS Direct  
Customer PO No. : 202220753-00  
Email Address : invoices-waste@countyofdane.com

Carrier : Bestway  
Order Date : 04-29-2022  
Order No : SLS311765  
Invoice Date : 06-29-2022

Description	Quantity	Unit	Price	Discount	Amount
-------------	----------	------	-------	----------	--------

REF. SLQ063456

SHIP BESTWAY PPD/ADD

TAG CUST. PO #202220753-00

MMC

**APPROVED**  
By Lindsey Carlson at 4:35 pm, Jul 13, 2022

0831.900.889	4.00	ea	5,569.00	0.00	22,276.00
OIL, R570 55 GAL DRUM (220 QT)					
FREIGHT	1.00	ea	750.90	0.00	750.90
FREIGHT CHARGES 5037938623 PITT OHIO					

• Oil:  
--~10 gallons per oil change \* 2 oil changes per vacuum pump per year \* 12 vacuum pumps = 240 gallons needed / 55-gallon drums = 4.5 drums  
Total estimated cost: ~\$5,600 per 250 gallon drum \* ~4.5 drums per year \* 5 years=  
\$126,000

A Handling Fee of \$100 will be added

\* FULL DISCLOSURE OF BUSCH LLC SALES AND SERVICE TERMS AND CONDITIONS ARE LOCATED AT WWW.BUSCHUSA.COM \*

Terms of Delivery	EXW/HDL & SHP PPD/ADD
Terms of Payment	Net 30

Goods	22,276.00
Discount	0.00
Costs	750.90
Net Amount	23,026.90
Others	0.00
Tax Total	0.00
Total(\$)	23,026.90

When remitting, please reference : 10354150-BP0033293

Remit to: Busch LLC  
PO Box 8247  
Virginia Beach, VA 23450

ISO 14001 2015 registered

SELLER'S TERMS AND CONDITIONS OF SALE APPLY TO ALL ORDERS. SEE ATTACHED



# Busch Vacuum Solutions



SALES INVOICE 10354784

ORIGINAL

**Customer:**

COUNTY OF DANE - DEPARTMENT OF WAST  
ATTN: LINDSEY CARLSON  
7102 US HWY 12  
MADISON, WI 53718

**Delivery Address:**

COUNTY OF DANE - DEPARTMENT OF WAST  
ATTN: LINDSEY CARLSON  
7102 US HWY 12  
MADISON, WI 53718

Customer No. : BP0033293  
Representative : BOS Direct  
Customer PO No. : 202220753-00  
Email Address : invoices-waste@countyofdane.com

Carrier : Bestway  
Order Date : 04-29-2022  
Order No : SLS311765  
Invoice Date : 07-08-2022

Description	Quantity	Unit	Price	Discount	Amount
-------------	----------	------	-------	----------	--------

REF. SLQ063456

SHIP BESTWAY PPD/ADD

TAG CUST. PO #202220753-00

MMC

• Parts:  
-12 pumps \* 2 oil changes per pump \* 5 years=  
Up to 120 oil changes for 5 years  
Total estimated cost = QTY 120 oil changes \*  
\$1,300 per filter kit=  
\$156,000

993.370.02	4.00	ea	1,964.00	0.00	7,856.00
KIT, FILTER 1000/1600 R5					
FREIGHT	1.00	ea	447.60	0.00	447.60
FREIGHT CHARGES 01406076073 OLD DOMINION FRT LINES					

A Handling Fee of \$100 will be added LTL shipments moving Collect, Third Party or Will Call

\* FULL DISCLOSURE OF BUSCH LLC SALES AND SERVICE TERMS AND CONDITIONS ARE LOCATED AT WWW.BUSCHUSA.COM \*

Terms of Delivery	EXW/HDL & SHP PPD/ADD
Terms of Payment	Net 30

Goods	7,856.00
Discount	0.00
Costs	447.60
Net Amount	8,303.60
Others	0.00
Total	0.00
Total(\$)	8,303.60

When remitting, please reference : 10354784 BP0033293

Remit to: Busch LLC  
PO Box 8247  
Virginia Beach, VA 23450

**APPROVED**  
By Lindsey Carlson at 8:12 am, Jul 15, 2022

SELLER'S TERMS AND CONDITIONS OF SALE APPLY TO ALL ORDERS. SEE ATTACHED

ISO 14001 2015 registered

