



Proposal Evaluation
Salt, Brine, and Anti-Icing or De-Icing Agents, and Brine Production and Storage Systems RFP #031423

	Possible Points	Berven Industries, LLC	Brine Masters, LLC	Cargill Salt	Dustbusters Enterprises, Inc.	ENDURAPLAS, LLC	GVM, Inc.	HENDERSON PRODUCTS, INC.	Kage Innovation, LLC	LavaGrip Traction-Aid, Ltd.	VariTech Industries, Inc.
Conformance to RFP Requirements	50	43	41	45	32	43	42	44	35	26	44
Pricing	400	343	338	338	272	328	308	333	277	217	342
Financial Viability and Marketplace Success	75	63	56	64	53	62	45	64	46	35	64
Ability to Sell and Deliver Service	100	80	74	87	57	79	77	81	71	45	85
Marketing Plan	50	41	36	44	24	41	40	43	34	24	43
Value Added Attributes	75	66	63	62	46	63	61	56	43	38	63
Warranty	50	38	42	42	10	44	40	39	37	13	42
Depth and Breadth of Offered Equipment, Products, or Services	200	163	157	184	132	161	161	160	142	97	168
Total Points	1,000	837	807	866	626	821	774	820	685	495	851
Rank Order		3	6	1	9	4	7	5	8	10	2

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