



**Proposal Evaluation**  
**Airport Runway Materials with Related Supplies and Services RFP #110122**

Possible Points	ADB Safegate America	Axtell's Inc	Berven Industries	Ennis Flint Inc	Hali-Brite Inc	HiLite Airfield	
	Conformance to RFP Requirements	50	40	40	39	41	41
Pricing	400	333	330	274	246	255	
Financial Viability and Marketplace Success	75	64	59	56	58	60	
Ability to Sell and Deliver Service	100	82	68	77	85	78	
Marketing Plan	50	33	35	35	38	39	
Value Added Attributes	75	60	58	58	54	56	
Warranty	50	41	39	36	40	40	
Depth and Breadth of Offered Equipment, Products, or Services	200	160	144	140	150	158	
Total Points	1,000	813	773	715	712	788	
Rank Order		1	5	6	7	10	3

Possible Points	Nachurs Alpine	Pavement Stencil	Potters Industries	Sherwin Industries	Sightline Inc	
	Conformance to RFP Requirements	50	42	34	35	40
Pricing	400	300	256	238	334	
Financial Viability and Marketplace Success	75	65	47	59	58	
Ability to Sell and Deliver Service	100	85	64	70	73	
Marketing Plan	50	37	30	38	36	
Value Added Attributes	75	60	43	55	58	
Warranty	50	41	37	37	40	
Depth and Breadth of Offered Equipment, Products, or Services	200	150	125	139	160	
Total Points	1,000	780	636	671	799	
Rank Order		4	11	9	2	8

\*\*\*\* The following listed proposals were determined by Sourcewell to be non-responsive and were not evaluated:  
 1Source Holdings, LLC., Buyers Products Company, Inc., Land Pride, MacLean Engineering & Marketing Co. Limited, Noregon Systems LLC,  
 SASE Company\*\*\*\*

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