



## Proposal Evaluation Snow and Ice Handling Equipment, Supplies, and Accessories RFP #033126

| Possible Points                               | <div style="display: flex; justify-content: space-between; font-size: small;"> <span>1708828 Ontario Ltd</span> <span>Aebi-Schmidt Holding Group</span> <span>Ajax Tocco Magnethermic</span> <span>Alamo Group (USA) Inc.</span> <span>Altoz, Inc.</span> <span>AMI Attachments Inc.</span> <span>Attach2 LLC</span> <span>Bidr Technologies Inc.</span> </div> |            |            |            |            |            |            |            |            |
|---|---|------------|------------|------------|------------|------------|------------|------------|------------|
|   | Pass/Fail   | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       |
| <b>Conformance to RFP Requirements</b>        | <b>Pass/Fail</b>  | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       |
| <b>Success</b>                                | <b>50</b>   | 34         | 44         | 39         | 42         | 38         | 35         | 39         | 34         |
| <b>Ability to Sell and Deliver Solutions</b>  | <b>150</b>  | 106        | 128        | 110        | 131        | 119        | 103        | 105        | 111        |
| <b>Marketing Plan</b>                         | <b>100</b>  | 76         | 85         | 72         | 88         | 78         | 72         | 72         | 79         |
| <b>Value Added Attributes</b>                 | <b>100</b>  | 73         | 81         | 81         | 85         | 76         | 75         | 71         | 83         |
| <b>Depth and Breadth of Offered Solutions</b> | <b>200</b>  | 156        | 173        | 138        | 173        | 138        | 169        | 159        | 147        |
| <b>Pricing</b>                                | <b>400</b>  | 311        | 339        | 344        | 340        | 328        | 304        | 329        | 315        |
| <b>Total Points</b>                           | <b>1,000</b>  | <b>756</b> | <b>850</b> | <b>784</b> | <b>859</b> | <b>777</b> | <b>758</b> | <b>775</b> | <b>769</b> |
| <b>Rank Order</b>                             |   | 29         | 8          | 20         | 4          | 22         | 28         | 24         | 27         |


| Possible Points                               | <div style="display: flex; justify-content: space-between; font-size: small;"> <span>Bonnell Industries, Inc.</span> <span>BOSCHUNG AMERICA, LLC</span> <span>Buyers Products Company, Inc.</span> <span>Central Arkansas Truck Outfitters</span> <span>Chemical Containers, Inc.</span> <span>Chemung Supply Corporation</span> <span>Craig Manufacturing Ltd.</span> <span>Cubex Limited</span> </div> |            |            |            |            |            |            |            |            |
|---|--|------------|------------|------------|------------|------------|------------|------------|------------|
|   | Pass/Fail  | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       |
| <b>Conformance to RFP Requirements</b>        | <b>Pass/Fail</b>   | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       | Pass       |
| <b>Success</b>                                | <b>50</b>  | 43         | 36         | 41         | 30         | 34         | 41         | 41         | 36         |
| <b>Ability to Sell and Deliver Solutions</b>  | <b>150</b>   | 133        | 108        | 120        | 98         | 96         | 116        | 124        | 122        |
| <b>Marketing Plan</b>                         | <b>100</b>   | 90         | 73         | 83         | 70         | 73         | 82         | 76         | 76         |
| <b>Value Added Attributes</b>                 | <b>100</b>   | 83         | 82         | 78         | 69         | 66         | 82         | 75         | 75         |
| <b>Depth and Breadth of Offered Solutions</b> | <b>200</b>   | 170        | 161        | 178        | 141        | 129        | 147        | 158        | 163        |
| <b>Pricing</b>                                | <b>400</b>   | 359        | 313        | 345        | 278        | 294        | 319        | 336        | 306        |
| <b>Total Points</b>                           | <b>1,000</b>   | <b>878</b> | <b>773</b> | <b>845</b> | <b>686</b> | <b>692</b> | <b>787</b> | <b>810</b> | <b>778</b> |
| <b>Rank Order</b>                             |  | 3          | 25         | 9          | 37         | 34         | 19         | 14.5       | 21         |


|  |                    | Degelman<br>Industries<br>USA Ltd | Douglas<br>Dynamics,<br>LLC | Dream Ranch,<br>LLC | Epoke North<br>America Inc. | Fair<br>Manufac-<br>turing Inc. | HENDERSON<br>PRODUCTS<br>INC. | J.A. Larue | Kage<br>Innovation, LLC |
|--|--------------------|-----------------------------------|-----------------------------|---------------------|-----------------------------|---------------------------------|-------------------------------|------------|-------------------------|
|  | Possible<br>Points |                                   |                             |                     |                             |                                 |                               |            |                         |
| Conformance to RFP Requirements        | Pass/Fail          | Pass                              | Pass                        | Pass                | Pass                        | Pass                            | Pass                          | Pass       | Pass                    |
| Success                                | 50                 | 34                                | 44                          | 34                  | 40                          | 40                              | 44                            | 42         | 36                      |
| Ability to Sell and Deliver Solutions  | 150                | 111                               | 141                         | 101                 | 119                         | 130                             | 130                           | 130        | 92                      |
| Marketing Plan                         | 100                | 71                                | 92                          | 68                  | 86                          | 82                              | 88                            | 84         | 72                      |
| Value Added Attributes                 | 100                | 74                                | 81                          | 56                  | 83                          | 82                              | 83                            | 82         | 71                      |
| Depth and Breadth of Offered Solutions | 200                | 126                               | 170                         | 98                  | 149                         | 159                             | 170                           | 151        | 150                     |
| Pricing                                | 400                | 265                               | 365                         | 179                 | 311                         | 346                             | 338                           | 351        | 281                     |
| Total Points                           | 1,000              | 681                               | 893                         | 536                 | 788                         | 839                             | 853                           | 840        | 702                     |
| Rank Order                             |                    | 38                                | 1                           | 39                  | 18                          | 11                              | 6                             | 10         | 33                      |

|  |                    | Kueper<br>North<br>America,<br>LLC | Largo Tank<br>And<br>Equipment<br>Inc. | Little Falls<br>Machine, Inc. | Mahindra<br>USA, Inc. | Muskox, LLC | PHIL<br>LAROCHELLE<br>EQUIPMENT<br>INC. | Prinoth LLC | Rylind<br>Manufacturing,<br>Inc. |
|--|--------------------|------------------------------------|--|-------------------------------|-----------------------|-------------|---|-------------|----------------------------------|
|  | Possible<br>Points |                                    |  |                               |                       |             |   |             |                                  |
| Conformance to RFP Requirements        | Pass/Fail          | Pass                               | Pass                                   | Pass                          |                       | Pass        | Pass                                    | Pass        | Pass                             |
| Success                                | 50                 | 41                                 | 42                                     | 41                            |                       | 35          | 36                                      | 33          | 35                               |
| Ability to Sell and Deliver Solutions  | 150                | 130                                | 112                                    | 130                           |                       | 108         | 108                                     | 104         | 108                              |
| Marketing Plan                         | 100                | 80                                 | 79                                     | 80                            |                       | 71          | 76                                      | 69          | 73                               |
| Value Added Attributes                 | 100                | 76                                 | 83                                     | 80                            |                       | 73          | 78                                      | 69          | 68                               |
| Depth and Breadth of Offered Solutions | 200                | 149                                | 151                                    | 160                           |                       | 139         | 165                                     | 124         | 145                              |
| Pricing                                | 400                | 341                                | 325                                    | 319                           |                       | 298         | 345                                     | 290         | 309                              |
| Total Points                           | 1,000              | 817                                | 792                                    | 810                           |                       | 724         | 808                                     | 689         | 738                              |
| Rank Order                             |                    | 13                                 | 17                                     | 14.5                          |                       | 32          | 16                                      | 36          | 30                               |

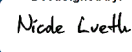
|  | Possible Points | SARAT FORD SALES | Sawtooth Industrial | Tony Sanchez LTD | Trombia Technologies | United Rotary Brush Corporation | Viking Cives Midwest Inc. | Virnig Manufacturing, Inc. | Winter Equipment Company, Inc. |
|--|-----------------|------------------|---------------------|------------------|----------------------|---------------------------------|---------------------------|----------------------------|--------------------------------|
| Conformance to RFP Requirements        | Pass/Fail       |                  | Pass                | Pass             | Pass                 | Pass                            | Pass                      | Pass                       | Pass                           |
| Success                                | 50              |                  | 39                  | 36               | 38                   | 38                              | 44                        | 42                         | 43                             |
| Ability to Sell and Deliver Solutions  | 150             |                  | 110                 | 109              | 125                  | 113                             | 133                       | 130                        | 133                            |
| Marketing Plan                         | 100             |                  | 76                  | 66               | 83                   | 77                              | 81                        | 85                         | 89                             |
| Value Added Attributes                 | 100             |                  | 78                  | 70               | 79                   | 74                              | 84                        | 85                         | 83                             |
| Depth and Breadth of Offered Solutions | 200             |                  | 153                 | 138              | 159                  | 151                             | 183                       | 173                        | 151                            |
| Pricing                                | 400             |                  | 320                 | 271              | 337                  | 319                             | 361                       | 343                        | 352                            |
| Total Points                           | 1,000           |                  | 776                 | 690              | 821                  | 772                             | 886                       | 858                        | 851                            |
| Rank Order                             |                 |                  | 23                  | 35               | 12                   | 26                              | 2                         | 5                          | 7                              |

|  | Possible Points | WJN Enterprises |
|--|-----------------|-----------------|
| Conformance to RFP Requirements        | Pass/Fail       | Pass            |
| Success                                | 50              | 34              |
| Ability to Sell and Deliver Solutions  | 150             | 111             |
| Marketing Plan                         | 100             | 73              |
| Value Added Attributes                 | 100             | 75              |
| Depth and Breadth of Offered Solutions | 200             | 149             |
| Pricing                                | 400             | 284             |
| Total Points                           | 1,000           | 726             |
| Rank Order                             |                 | 31              |

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