



Proposal Evaluation

Snow and Ice Handling Equipment, Supplies, and Accessories RFP #062222

Possible Points		1708828 Ontario, Ltd.	Aebi Schmidt North America	Air-Flo Manufacturing Co., Inc.	Alamo Group (USA), Inc.	Bonnell Industries, Inc.	Chemung Supply Corp. (Evolution Edges)	Crysteel Manufacturing dba J-Craft, Inc.	Douglas Dynamics, LLC dba Western Products	ENDURAPLAS, LLC	Epoke North America, Inc.	Fair Manufacturing, Inc.
Conformance to Terms/ Conditions to Include Documentation	50	40	41	36	44	44	38	40	42	39		43
Pricing	400	303	341	191	350	350	285	299	283	325		348
Financial, Industry and Marketplace Successes	75	59	66	56	67	65	60	60	67	58		61
Bidder's Ability to Sell/ Service Contract Nationally	100	81	86	73	90	82	71	65	87	71		83
Bidder's Marketing Plan	50	37	44	34	42	44	37	35	43	32		40
Value Added Attributes	75	54	62	46	61	63	52	52	64	53		65
Warranty Coverages and Information	50	40	43	39	42	40	39	40	42	41		43
Selection and Variety of Products and Services Offered	200	149	176	136	179	176	136	163	172	131		153
Total Points	1,000	763	859	611	875	864	718	754	800	750		836
Rank Order		13	4	28	1	2	22	15	8	16		5

Possible Points		FORCE America, Inc.	Fortbrand Services	HBM Group, Inc.	Henderson Products, Inc.	J.A. Larue	Kueper North America, LLC	Little Falls Machine, Inc.	MacLean Engineering & Marketing Co., Ltd.	Northern Supply, Inc.	Orec America, Inc.	Prinoth, Ltd.
Conformance to Terms/ Conditions to Include Documentation	50	40	39		41	43	41	41	40	40	38	38
Pricing	400	266	318		273	315	340	333	295	306	261	265
Financial, Industry and Marketplace Successes	75	62	59		66	64	60	58	59	61	55	58
Bidder's Ability to Sell/ Service Contract Nationally	100	79	68		84	80	80	77	79	66	78	69
Bidder's Marketing Plan	50	44	36		43	39	39	40	40	35	35	35
Value Added Attributes	75	62	45		60	61	60	58	63	57	53	60
Warranty Coverages and Information	50	40	39		40	42	41	41	41	40	38	40
Selection and Variety of Products and Services Offered	200	144	129		173	151	144	169	150	134	131	136
Total Points	1,000	737	733		780	795	805	817	767	739	689	701
Rank Order		19	20		11	10	7	6	12	18	26	24

Possible Points		Smart Planet Software	Stonebrooke Equipment, Inc. dba SnowWolf	Storm Equipment	Stykemain Chevrolet, LLC	Trackless Vehicles, Ltd.	Usinage Pro 24, Inc.	Viking Cives Midwest, Inc.	Vohl, Inc.	Wille North America	Winter Equipment Company, Inc.
Conformance to Terms/ Conditions to Include Documentation	50		40	38	37	40	40	43	41		38
Pricing	400		325	281	260	273	303	349	345		266
Financial, Industry and Marketplace Successes	75		57	53	50	63	56	65	58		58
Bidder's Ability to Sell/ Service Contract Nationally	100		72	64	62	76	65	84	77		66
Bidder's Marketing Plan	50		33	34	34	42	34	42	37		38
Value Added Attributes	75		50	50	52	62	55	56	58		52
Warranty Coverages and Information	50		40	40	41	42	39	42	40		40
Selection and Variety of Products and Services Offered	200		139	145	130	145	133	179	143		139
Total Points	1,000		756	705	666	743	725	860	799		697
Rank Order			14	23	27	17	21	3	9		25

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