

Form G

MEDIUM DUTY AND COMPACT CONSTRUCTION EQUIPMENT WITH RELATED ATTACHMENTS, ACCESSORIES, AND SUPPLIES
RFP # 040319



Possible Points		Alden Equipment , Inc.	ASV Holdings, Inc.	Avant Tecno USA, Inc.	Clark Equipment Company dba Bobcat Company	Gradall Industries, Inc.	Hitachi Construction Machinery America	Hyundai Construction Americas, Inc.	JCB, INC.
Conformance to Terms/ Conditions to Include Documentation	50	42	41	45	45	41	45	42	43
Pricing	400	345	321	349	350	345	329	352	339
Financial, Industry and Marketplace Successes	75	62	60	62	69	65	59	67	64
Bidder's Ability to Sell/ Service Contract Nationally	100	72	82	76	89	83	74	82	82
Bidder's Marketing Plan	50	41	42	42	45	43	44	44	45
Value Added Attributes	75	64	62	64	67	61	65	65	65
Warranty Coverages and Information	50	45	44	42	46	45	46	46	44
Selection and Variety of Products and Services Offered	200	156	145	143	180	161	157	176	176
Total Points	1000	827	797	823	891	844	819	874	858
Rank Order		8	11	9	1	6	10	2	4

Possible Points		JLG Industries, Inc.	Kubota Tractor Corporation	Manitou North America	Terramac	The Toro Company	Wacker Neuson	XCMG North America Corp.	Yanmar America Corporation
Conformance to Terms/ Conditions to Include Documentation	50	40	42	41	42	39	43	35	38
Pricing	400	324	343	313	309	339	329	283	310
Financial, Industry and Marketplace Successes	75	62	66	61	59	61	62	57	57
Bidder's Ability to Sell/ Service Contract Nationally	100	64	89	73	72	82	87	63	84
Bidder's Marketing Plan	50	42	43	40	42	43	43	39	41
Value Added Attributes	75	61	67	55	55	63	67	61	62
Warranty Coverages and Information	50	43	45	40	41	43	44	35	43
Selection and Variety of Products and Services Offered	200	160	176	148	143	158	172	163	156
Total Points	1000	796	871	771	763	828	847	736	791
Rank Order		12	3	14	15	7	5	16	13

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