



Form G
SNOW AND ICE HANDLING EQUIPMENT, SUPPLIES, AND ACCESSORIES

Possible Points		Air-Flo Mfg. Co. Inc	Bonnell Industries Inc.	Buyers Products Company	Cives Corporation DBA Viking-Cives	Crysteel Manufacturing, Inc DBA J-Craft	Custom Truck One Source	Douglas Dynamics, L.L.C.	Epoke North America Inc.	Everest Equipment Co.	Evolution Edges (A Division of Chemung Supply)	Fair Manufacturing Inc.	Godwin Manufacturing Co, Inc	GVM, Inc.	Henderson Products Inc	Henke Manufacturing
Conformance to Terms/ Conditions to Include Documentation	50	40	44	41	43	38	40	46	46	42	42	44	42	33	45	45
Pricing	400	299	333	310	316	303	288	345	317	300	328	336	303	264	331	330
Financial, Industry and Marketplace Successes	75	65	65	63	66	63	60	69	67	63	64	63	57	55	66	67
Bidder's Ability to Sell/ Service Contract Nationally	100	73	85	84	82	74	85	90	82	84	77	85	75	67	83	90
Bidder's Marketing Plan	50	43	45	42	41	39	43	49	44	43	41	44	39	36	44	45
Value Added Attributes	75	62	63	62	64	58	67	66	65	63	55	67	63	59	62	66
Warranty Coverages and Information	50	39	41	44	41	43	41	45	44	40	40	43	42	34	41	42
Selection and Variety of Products and Services Offered	200	174	174	167	176	161	158	174	162	171	166	156	164	146	175	181
Total Points	1000	795	850	813	829	779	782	884	827	806	813	838	785	694	847	866
Rank Order		19	6	13.5	10	23	22.5	1	11	17.5	13.5	9	21	23	7	2

Possible Points		Horst Welding	Ironhawk Industrial Distribution LLC	J.A. Larue Inc.	Kueper North America	Little Falls Machine, Inc.	Monroe Truck Equipment, INC	R.P.M. Tech Inc.	Somerset Welding & Steel, Inc. DBA J&J Truck Bodies & Trailers	Swenson Spreader LLC	Tenco Industries, Inc	The KRS Sales Group	VariTech Industries, Inc.	Vehicle Leasing Associates LLC	Wausau Equipment Company	Winter Equipment Company, Inc.
Conformance to Terms/ Conditions to Include Documentation	50	40	41	42	41	44	42	45	46	42	34	31	38	29	41	37
Pricing	400	318	290	308	338	298	281	347	314	334	311	319	269	251	334	321
Financial, Industry and Marketplace Successes	75	61	60	66	58	63	60	67	67	67	64	52	64	52	67	59
Bidder's Ability to Sell/ Service Contract Nationally	100	84	73	83	80	87	82	86	83	88	78	61	78	66	84	74
Bidder's Marketing Plan	50	45	39	40	41	41	40	42	45	46	35	33	25	43	43	37
Value Added Attributes	75	58	61	63	63	63	64	65	68	65	59	52	64	52	64	57
Warranty Coverages and Information	50	43	39	42	42	42	40	42	42	42	41	41	42	30	42	39
Selection and Variety of Products and Services Offered	200	162	158	163	158	168	171	166	175	167	171	130	156	119	178	158
Total Points	1000	811	761	807	821	806	780	860	840	851	793	719	754	624	853	782
Rank Order		15	26	16	12	17.5	24	3	8	5	20	28	27	30	4	22.5

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