



## Form G AIRPORT RUNWAY AND EMERGENCY EQUIPMENT WITH RELATED ACCESSORIES

	Possible Points	Batts Inc.	Daniel Plows	JA Larue	M-B Companies	Multihog	Oshkosh Airport	Rosenbauer	Team Eagle	Waterblasting	Wausau Eq Co
Conformance to Terms/ Conditions to Include Documentation	50	43	33	36	36	42	43	42	45	40	43
Pricing	400	343	300	310	319	350	349	349	351	336	351
Financial, Industry and Marketplace Successes	75	67	50	61	63	64	69	70	68	68	69
Bidder's Ability to Sell/ Service Contract Nationally	100	78	64	74	73	78	84	89	82	75	86
Bidder's Marketing Plan	50	41	31	36	36	43	41	30	43	38	45
Value Added Attributes	75	64	47	59	60	64	69	69	66	62	70
Warranty Coverages and Information	50	44	32	37	42	44	44	46	45	44	44
Selection and Variety of Products and Services Offered	200	163	149	159	168	161	183	166	174	153	177
<b>Total Points</b>	<b>1000</b>	<b>843</b>	<b>706</b>	<b>772</b>	<b>797</b>	<b>846</b>	<b>882</b>	<b>861</b>	<b>874</b>	<b>816</b>	<b>885</b>
<b>Rank Order</b>		<b>6</b>	<b>10</b>	<b>9</b>	<b>8</b>	<b>5</b>	<b>2</b>	<b>4</b>	<b>3</b>	<b>7</b>	<b>1</b>

DocuSigned by:  
*Kim Austin*  
6830543C58384D1...  
Kim Austin, Sourcewell

DocuSigned by:  
*Greg Grunig*  
9721336968BD402...  
Greg Grunig, Sourcewell

DocuSigned by:  
*Carol Jackson*  
6EE63AEDED5F46E...  
Carol Jackson, Sourcewell

DocuSigned by:  
*Stephanie Haataja*  
755BA3F379B5409...  
Stephanie Haataja, CPIM, Sourcewell

DocuSigned by:  
*Craig West*  
7F41572C858B4BA...  
Craig West, Sourcewell