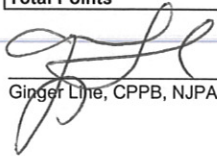


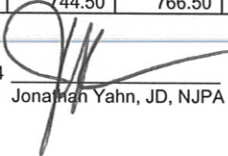
Form G
Snow and Ice Handling Equipment with Related Accessories, Services, and Supplies

	Possible Points	Accu Steel Inc	Cargill Inc	Epoke North America Inc	Henderson Products Inc	Henke	Iron Hawk Industrial Distribution LLC	J.A. Larue Inc	Kennamea Inc	Loftness Specialized Farm Equipment Inc	MacLean Engineering & Marketing Company	M-B Companies Inc	Monroe Truck Equipment Inc	RPM Tech Inc	Somerset Welding & Steel	Teamco Inc	Tenco Industries Inc	Venture Products Inc	Viking Cives Midwest Inc	Wacker Neuson Sales America LLC	Wausau Equipment Company	Winter Equipment Co
Conformance to Terms/ Conditions to Include Documentation	50	41.25	42.50	43.75	42.50	25.00	38.75	42.00	42.00	41.25	39.25	40.00	41.00	42.00	41.25	38.75	44.00	41.75	37.50	38.75	43.25	42.00
Pricing	400	293.75	302.50	291.25	312.50	261.25	282.50	287.50	291.25	281.25	277.50	268.75	281.25	298.75	282.50	285.00	332.50	288.75	292.50	276.25	323.75	255.00
Financial, Industry and Marketplace Successes	75	57.50	62.50	65.00	52.50	53.75	55.00	57.50	63.25	52.50	57.50	64.50	49.00	62.50	60.00	56.25	63.00	62.50	63.50	61.25	68.50	57.50
Bidder's Ability to Sell/ Service Contract Nationally	100	77.50	81.25	78.00	83.75	52.50	72.50	75.00	78.75	62.50	67.00	63.75	75.00	71.25	50.00	61.25	85.75	61.25	57.50	65.00	84.25	80.00
Bidder's Marketing Plan	50	38.75	41.25	31.75	38.75	27.00	37.50	40.00	38.75	37.50	40.00	33.00	36.25	34.50	35.00	36.25	41.00	40.00	32.25	38.75	42.00	37.50
Value Added Attributes	75	60.00	67.50	65.00	61.75	50.50	58.25	62.50	61.25	53.75	51.25	58.75	60.00	61.25	55.00	58.75	63.25	51.25	60.25	57.50	62.00	63.75
Warranty Coverages and Information	50	41.25	35.00	42.50	41.00	36.25	33.75	42.50	41.25	43.00	40.00	39.25	38.75	42.00	37.50	41.25	42.50	37.50	40.50	35.00	40.75	40.75
Selection and Variety of Products and Services Offered	200	126.25	132.50	132.50	162.50	145.00	138.75	137.50	150.00	127.50	123.75	150.00	156.25	145.00	117.50	116.25	173.75	116.25	152.50	121.25	172.50	142.50
Total Points	1,000	736.25	765.00	749.75	795.25	651.25	717.00	744.50	766.50	699.25	696.25	718.00	737.50	757.25	678.75	693.75	845.75	699.25	736.50	693.75	837.00	719.00


 Ginger Line, CPPB, NJPA

10/3/2014 
 Tracy Plinske, NJPA

10/3/2014 
 Keith Hanson, CPA, NJPA


 Jonathan Yahn, JD, NJPA

10/3/2014 
 Gregg Meierhofer, CPPO, NJPA