



**Proposal Evaluation  
Firefighting Apparatus and Fire Service Vehicles RFP #113021**

| Possible Points  |              | Acres Industries, Inc. | Alexis Fire Equipment Company | BME Fire Trucks, LLC | Brindlee Mountain Fire Apparatus, LLC | CAMIONS CARL THIBAUT, INC. | CET Fire Pumps MFG | Chemical Containers, Inc. | Custom Fire Apparatus, Inc. | Dependable Truck & Tank Limited | EJ Metals, LLC | E-ONE, Inc. | FireStopper USA MD | Fort Garry Fire Trucks, Ltd. | Fouts Brothers, Inc. | Hi-Tech Emergency Vehicle Service, Inc. | HME, Incorporated | HUB Fire Engines & Equipment, Ltd. |     |     |
|--|--------------|------------------------|-------------------------------|----------------------|---------------------------------------|----------------------------|--------------------|---------------------------|-----------------------------|---------------------------------|----------------|-------------|--------------------|------------------------------|----------------------|---|-------------------|------------------------------------|-----|-----|
| Conformance to Terms/ Conditions to Include            |              |                        |                               |                      |                                       |                            |                    |                           |                             |                                 |                |             |                    |                              |                      |   |                   |                                    |     |     |
| Documentation  | 50           | 38                     | 41                            | 36                   | 41                                    | 38                         | 40                 | 33                        | 43                          | 35                              | 40             | 43          | 28                 | 42                           | 37                   | 39                                      | 43                | 36                                 |     |     |
| Pricing  | 400          | 333                    | 299                           | 298                  | 278                                   | 311                        | 315                | 299                       | 305                         | 320                             | 278            | 265         | 311                | 325                          | 319                  | 263                                     | 271               | 310                                | 319 | 260 |
| Financial, Industry and Marketplace Successes          | 75           | 52                     | 57                            | 52                   | 59                                    | 55                         | 56                 | 55                        | 60                          | 51                              | 55             | 65          | 27                 | 61                           | 59                   | 61                                      | 60                | 52                                 |     |     |
| Bidder's Ability to Sell/ Service Contract Nationally  | 100          | 64                     | 77                            | 71                   | 80                                    | 71                         | 75                 | 67                        | 75                          | 67                              | 72             | 88          | 34                 | 79                           | 71                   | 72                                      | 77                | 65                                 |     |     |
| Bidder's Marketing Plan                                | 50           | 35                     | 42                            | 34                   | 39                                    | 37                         | 42                 | 34                        | 44                          | 38                              | 35             | 39          | 34                 | 43                           | 38                   | 38                                      | 40                | 35                                 |     |     |
| Value Added Attributes                                 | 75           | 56                     | 50                            | 42                   | 51                                    | 56                         | 56                 | 44                        | 60                          | 44                              | 57             | 60          | 51                 | 65                           | 57                   | 58                                      | 58                | 57                                 |     |     |
| Warranty Coverages and Information                     | 50           | 43                     | 43                            | 40                   | 41                                    | 43                         | 40                 | 36                        | 38                          | 40                              | 39             | 44          | 37                 | 45                           | 42                   | 42                                      | 42                | 39                                 |     |     |
| Selection and Variety of Products and Services Offered | 200          | 158                    | 156                           | 140                  | 163                                   | 164                        | 151                | 145                       | 169                         | 146                             | 157            | 180         | 116                | 169                          | 156                  | 151                                     | 165               | 151                                |     |     |
| <b>Total Points</b>                                    | <b>1,000</b> | <b>779</b>             | <b>765</b>                    | <b>713</b>           | <b>752</b>                            | <b>775</b>                 | <b>719</b>         | <b>719</b>                | <b>809</b>                  | <b>686</b>                      | <b>780</b>     | <b>838</b>  | <b>590</b>         | <b>775</b>                   | <b>770</b>           | <b>767</b>                              | <b>804</b>        | <b>695</b>                         |     |     |
| <b>Rank Order</b>                                      |              | <b>14</b>              | <b>20</b>                     | <b>26</b>            | <b>22</b>                             | <b>16</b>                  | <b>16</b>          | <b>25</b>                 | <b>7</b>                    | <b>30</b>                       | <b>13</b>      | <b>4</b>    | <b>33</b>          | <b>16</b>                    | <b>18</b>            | <b>19</b>                               | <b>8</b>          | <b>20</b>                          |     |     |

| Possible Points  |              | Laszlo Corporation | Marion Body Works, Inc. | MAXIMETAL, INC. | Metafab, LTD | P.L. Custom Body and Equipment Co., Inc. | Pierce Manufacturing | Rock River Industries, LLC | Rosenbauer South Dakota, LLC | Skeeter Brush Trucks, LLC | Spencer Manufacturing, Inc. | Super Vacuum Manufacturing CO, Inc. | The Sutphen Corporation | Toyne, Inc. | Ty Parker & Son, Inc. | US Fire Equipment, LLC | Ward Apparatus, LLC |     |
|--|--------------|--------------------|-------------------------|-----------------|--------------|--|----------------------|----------------------------|------------------------------|---------------------------|-----------------------------|-------------------------------------|-------------------------|-------------|-----------------------|------------------------|---------------------|-----|
| Conformance to Terms/ Conditions to Include            |              |                    |                         |                 |              |  |                      |                            |                              |                           |                             |                                     |                         |             |                       |                        |                     |     |
| Documentation  | 50           | 28                 | 40                      | 44              | 34           | 44                                       | 45                   | 43                         | 44                           | 39                        | 39                          | 44                                  | 44                      | 41          | 33                    | 31                     | 41                  |     |
| Pricing  | 400          | 253                | 303                     | 318             | 301          | 334                                      | 321                  | 324                        | 300                          | 271                       | 271                         | 271                                 | 323                     | 311         | 275                   | 245                    | 334                 | 270 |
| Financial, Industry and Marketplace Successes          | 75           | 41                 | 61                      | 63              | 49           | 64                                       | 65                   | 59                         | 64                           | 57                        | 54                          | 62                                  | 62                      | 61          | 47                    | 53                     | 55                  |     |
| Bidder's Ability to Sell/ Service Contract Nationally  | 100          | 60                 | 72                      | 85              | 67           | 80                                       | 90                   | 73                         | 87                           | 72                        | 70                          | 86                                  | 87                      | 79          | 66                    | 68                     | 74                  |     |
| Bidder's Marketing Plan                                | 50           | 33                 | 41                      | 41              | 35           | 43                                       | 41                   | 44                         | 33                           | 36                        | 34                          | 44                                  | 45                      | 44          | 34                    | 34                     | 38                  |     |
| Value Added Attributes                                 | 75           | 52                 | 59                      | 64              | 45           | 63                                       | 65                   | 58                         | 58                           | 43                        | 49                          | 60                                  | 63                      | 52          | 43                    | 49                     | 53                  |     |
| Warranty Coverages and Information                     | 50           | 39                 | 43                      | 43              | 37           | 44                                       | 43                   | 42                         | 44                           | 42                        | 41                          | 44                                  | 44                      | 42          | 33                    | 39                     | 42                  |     |
| Selection and Variety of Products and Services Offered | 200          | 110                | 165                     | 169             | 141          | 168                                      | 179                  | 162                        | 179                          | 148                       | 170                         | 173                                 | 176                     | 166         | 120                   | 154                    | 158                 |     |
| <b>Total Points</b>                                    | <b>1,000</b> | <b>616</b>         | <b>784</b>              | <b>831</b>      | <b>709</b>   | <b>840</b>                               | <b>852</b>           | <b>820</b>                 | <b>712</b>                   | <b>727</b>                | <b>727</b>                  | <b>785</b>                          | <b>843</b>              | <b>792</b>  | <b>621</b>            | <b>762</b>             | <b>731</b>          |     |
| <b>Rank Order</b>                                      |              | <b>32</b>          | <b>13</b>               | <b>3</b>        | <b>29</b>    | <b>3</b>                                 | <b>1</b>             | <b>9</b>                   | <b>5</b>                     | <b>27</b>                 | <b>24</b>                   | <b>11</b>                           | <b>3</b>                | <b>10</b>   | <b>31</b>             | <b>21</b>              | <b>23</b>           |     |

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