



Proposal Evaluation
RFP #081425 Ice Rink and Arena Equipment with Related Supplies and Services

Possible Points		All-American Ice, LLC	Becker Arena Products	Black & McDonald Limited	CIMCO Refrigeration, a Division of Toromont Industries Ltd.	Clauger Canada Inc	Covermaster Inc.	Everything Ice, Inc.	Fraser Valley Refrigeration Ltd.	IceBuilders, Inc	Jet Ice Ltd
Conformance to RFP Requirements	Pass/Fail	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Financial Viability and Marketplace Success	50	44	44	40	43	37	19	27	22	39	25
Ability to Sell and Deliver Solutions	150	119	126	112	120	123	64	89	73	78	105
Marketing Plan	100	86	83	69	75	80	53	80	23	71	68
Value Added Attributes	100	78	80	74	76	79	58	69	30	76	71
Depth and Breadth of Offered Solutions	200	185	180	110	139	140	74	168	120	150	120
Pricing	400	329	290	245	299	293	250	280	210	253	282
Total Points	1,000	841	803	650	752	752	518	713	478	667	671
Rank Order		1	2	12	6.5	6.5	17	9	18	11	10

Possible Points		LSK Enterprises, Inc.	Modern Mechanical Ice Systems	Pro-Chill Refrigeration Ltd.	Resurface Corp	Rink Systems, Inc.	Sport Resource Group, Inc.	Stevenson Industrial Refrigeration Ltd.	Tantus Corporation	Welmar Recreational Products	Zamboni
Conformance to RFP Requirements	Pass/Fail	Pass	Pass		Pass	Pass	Pass		Pass	Pass	Pass
Financial Viability and Marketplace Success	50	30	39		26	38	39		32	38	29
Ability to Sell and Deliver Solutions	150	90	97		114	122	114		60	78	125
Marketing Plan	100	58	76		74	86	74		58	80	78
Value Added Attributes	100	72	78		78	75	78		68	73	78
Depth and Breadth of Offered Solutions	200	115	178		152	180	133		98	129	143
Pricing	400	256	286		171	243	329		238	250	314
Total Points	1,000	621	754		615	744	767		554	648	767
Rank Order		14	5		15	8	3.5		16	13	3.5

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