

Moridge Manufacturing, Inc.

P.O. Box 810 Moundridge, KS 67107
Phone: 620-345-6301 Fax: 620-345-2301



Date: 3/03/2022

Cobb County Purchasing Department
122 Waddell Street NE
Marietta, GA 30060

RE: Cover Letter – Sealed Bid# 22-6640

Dear Cobb County Purchasing Department,

Moridge Manufacturing, Inc. is a worldwide manufacturer of the Grasshopper™ brand zero-turn lawn mower. The Grasshopper™ brand was introduced to the market in 1969 and has remained an industry leader, pioneering many firsts in the industry. The company continues to innovate and grow by continually investing in product research and design, operations efficiency and effectiveness and dealership support.

All Grasshopper™ mowers are designed, assembled and shipped from Moundridge, Kansas. Moridge Manufacturing operates warehouses throughout the United States that ultimately support our dealer network. This network is comprised of authorized independent businesses located in all 50 states. Each dealership location is managed by a factory field representative that assists with marketing, sales and servicing of the brand.

At the factory level there is a dedicated government department comprised of four full-time individuals. These individuals collectively have 40+ years of experience in managing government accounts. They work closely with both internal and external stakeholders to effectively meet the needs of government users. This department would oversee the contract requirements of a national cooperative contract. Brent Dobson, Director of Government Accounts, would be the primary point of contact for contract negotiations or clarifications.

Brent Dobson
Phone: 620-345-8621
Email: bdobson@grasshoppermower.com

Sincerely,

A handwritten signature in black ink, appearing to read "Brent Dobson".

Brent Dobson
Director of Government Accounts

Moridge Manufacturing, Inc.

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Date: 3/03/2022

Cobb County Purchasing Department
122 Waddell Street NE
Marietta, GA 30060

RE: Executive Summary – Sealed Bid# 22-6640

Contract managed by: Moridge Manufacturing, Inc. (The Grasshopper Company)

Contracts held: Moridge has managed various state, regional and local contracts for 30+ years

Purchase orders issued to: Moridge Manufacturing, Inc.; to authorized Grasshopper dealers on a case-by-case basis determined by Moridge Manufacturing, Inc.

Orders shipped to: Orders will be shipped to customer's dealer of choice for setup and delivery

Payment terms: NET 30

Distribution capability: All 50 states via four warehouses
Transportation via company owned fleet and common-carrier

Products offers: Grasshopper™ brand zero-turn lawn mowers and ground maintenance equipment; mowers include rotary type front-mount and mid-mount configurations; front-mount mowers can be equipped with year-round implements for increased productivity

Service & support coverage: All 50 states through authorized independent dealerships

Warranty periods: Ranges from 2 to 3 years depending on product category

Dealership support: Dealers have access to the following support systems

- Factory field representative
- Annual factory service school training
- Dedicated website/software with various information on sales, service, marketing
- In-house Accounting, floor-plan & Service departments at the factory

Pricing: Discounts off MSRP range from 15% to 24% w/volume-based incentives; please see pricing section for full details

Administrative Fee:

Freight/other charges: Market based freight rate per unit will be listed on each quote provided, please see pricing section for full details

Direct advertising/marketing: 20+ trade publications annually; both print & digit
Various government trade shows attended annually (NIGP, TASBO, etc.)



Moridge Manufacturing Inc.
Organizational Chart 2022

Moridge Manufacturing, Inc.

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5.3 Company Background/Profile

A. Legal name, address, phone and fax numbers, email, Federal ID#, and website address

Moridge Manufacturing, Inc.
105 Old Hwy 81 S
Moundridge, KS 67107
Phone: 620-345-8621
Email: gov@grasshoppermower.com

Website: www.grasshoppermower.com

B. Date business was established under current name

1958 in State of Kansas

C. Size of company including the total number of employees

D. Type of ownership or legal structure of business

privately owned, subchapter S corporation

E. Has the company ever failed to complete work for which a contract was issued?

No

F. Are there any civil or criminal actions pending against the firm or any key personnel related in any way to contracting?

No

G. Has the firm ever been disqualified from working for any public entity?

No

H. If a Supplier requires additional agreements to be signed by a Participating Public Agency, include a copy of the proposed agreement(s) as part of Supplier's proposal.

Not applicable

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XXXVI Project Team

A. Brent Dobson - National Account Manager

Joseph Brent Dobson, National Account Manager for Moridge Manufacturing, Inc. has 18+ years in Government Sales and marketing. Brent started out in the Bid Department in data entry and analysis and quickly developed into pursuing and completing bids. Brent focuses on both new government business development and maintain current customer relations with Federal, State and Public Agencies across the U.S. and Canada. Brent also aids in competitive analysis of competition and contracts. He has developed various training platforms for Grasshopper Factory Representatives and continues training whenever working trade shows or working with dealers. Brent works closely with marketing, service department and engineering to coordinate the needs of the Grasshopper government customer and helps develop solutions for the government user of the Grasshopper Mower.

B. Justin Eicher - Bid Coordinator

Began his career at Moridge Manufacturing in April 2013 starting out as a bid coordinator. Originally his daily responsibilities included the discover, analysis and coordination of municipal bid opportunities. Currently, his responsibilities have expanded to include timely dealer incentive processing and prospective dealer credit analysis. In addition, Justin works to ensure that all contract compliance requirements are met. This includes preparing quotes, order processing and tracking delivery target dates, along with necessary reporting requirements.

C. Jay Johnson - Field Sales Coordinator

Field Sales Coordinator started with Grasshopper January 20, 2008 joining the Government bid department. Worked as bid coordinator assisting with contract completion and communication with Government entities assisting agency with quotes and product knowledge. In 2013 took on additional responsibilities as sales coordinator. With previous job experience in management in a fast paste retail environment began coordinating and traveling with field sales team. Jay applies government and bidding knowledge with retail experience, marketing plans and corporate programs to help field sales reps grow their territories. In turn I bring practical field knowledge to the office, to help management stay closely connected to our dealer network and sales force. All with the end goal of the best customer experience. Additionally, Grasshopper Field Representatives will be actively promoting, demonstrating, quoting, delivering and consulting with Public Agencies.

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D. Marlie Harper - Bid Coordinator

Marlie began her career with Moridge Manufacturing in April 2020. Her prior work experience was with a global manufacturer of agricultural equipment working in dealer training and support. Currently, her work for Moridge Manufacturing consists of daily bid opportunities, dealer incentives, analysis of various subjects as needed and coordinating dealer support materials.

E. Key executive personnel

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5.4 Experience

Include a list of the five (5) most relevant or comparable contracts completed by your firm during the past five (5) years with a public entity.

1. State of Georgia
 - a. Negotiated statewide contract for mowers and grounds maintenance equipment
 - b.
 - c. Brent Dobson, Justin Eicher, Jay Johnson
 - d. Eric Mercier, 404-463-1540, eric.mercier@doas.ga.gov

2. State of Texas
 - a. Multiple award schedule contract for mowers and grounds maintenance equipment
 - b.
 - c. Brent Dobson, Justin Eicher, Jay Johnson
 - d. Brian Haught, 512-305-9902, brian.haught@cpa.texas.gov

3. State of Kansas
 - a. Negotiated statewide contract for mowers and grounds maintenance equipment
 - b.
 - c. Brent Dobson, Justin Eicher, Jay Johnson
 - d. Dean Heineken, 785-296-2770, dean.heineken@ks.gov

4. State of Missouri
 - a. Negotiated statewide contract for mowers and grounds maintenance equipment
 - b.
 - c. Brent Dobson, Justin Eicher, Jay Johnson
 - d. Jason Kolks, 573-508-8247, jason.kolks@oa.mo.gov

5. State of Arkansas
 - a. Piggyback agreement for mowers and grounds maintenance equipment
 - b.
 - c. Brent Dobson, Justin Eicher, Jay Johnson
 - d. Julia Shackelford, 501-371-6079, julia.shackelford@arkansas.gov

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5.5 Product Information/Service Capability

- A. Include detail catalogs of new products, services, descriptive literature, and/or website link that list all equipment items and services that can be provided by the Proposer under this contract.

Website: www.grasshoppermower.com

Literature included

- B. Provide detailed information on service capability and the availability of service centers for maintenance and repairs on a national level. Indicate how many authorized service centers will be available for each state. Will pickup and delivery services be available for service of large equipment items?

Service centers are available throughout a nationwide dealer network in all 50 states. Dealerships are independent businesses but have gone through a vetting process to be authorized Grasshopper dealers. Shop labor rates and other service pricing will be determined by each dealer, most locations offer pickup and delivery services.

Dealership locations per state (approximate):

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- C. Provide available ordering methods – online ordering, order tracking, search options, order history, etc.

Ordering methods

- Email
- Hosted/punch-out catalog(s) can be customized for a customer's e-procurement site

Order tracking, searching options and order history can all be requested from the Grasshopper bid department via email or phone.

- D. Provide available payment terms and payment methods – purchase order, credit card, etc.

Payment terms are NET 30 days from invoice date

Payment methods

- Purchase order
- Credit card
 - Online processing is not available

- E. In addition to new products, indicate if used, trade-ins, leasing/financing, or other offerings are available.

Trade-in units are allowed on a case-by-case basis upon the approval of the local dealer, this dealer would assess the value and report that allowance to Moridge Manufacturing to list on each quote.

Financing/leasing is available upon request, varied interest rates, terms and payment frequency are available

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5.6 Pricing

A. Suppliers shall provide pricing based on a discount from a manufacturer's price list or catalog. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Supplier and the pricing per item. Multiple percentage discounts are acceptable, if where different percentage discounts apply, different percentages are specified. Additional pricing and/or discounts may be included.

Grasshopper™ brand equipment discounts *

- FrontMount 600/700/900 Series:
- MidMount 200/300/400 Series:
- V-Series 100V/200G4:
- Implements:
- Accessories:

Freight

- All orders ship FOB Destination freight prepaid

- Special handling:
 - Sprayers:
 - Turbine Blowers

Setup

- Mower:
- Implement:

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5.6 Pricing (continued)

B. Top ten (10) items purchase by public agencies

1. Model 329B/61
 - a. Manufacturer part#: 534177
 - b. Supplier's part#: 534177
 - c. Description: midmount 29hp engine, 61" zero-turn lawn mower
 - d. MSRP:
 - e. NET Cobb County:
2. 337G5/61
 - a. Manufacturer part#: 534229
 - b. Supplier's part#: 534229
 - c. Description: midmount 29hp EFI engine, 61" zero-turn lawn mower
 - d. MSRP:
 - e. NET Cobb County:
3. 325D/61
 - a. Manufacturer part#: 534157
 - b. Supplier's part#: 534157
 - c. Description: midmount 25hp diesel engine, 61" zero-turn lawn mower
 - d. MSRP:
 - e. NET Cobb County:
4. 900D/3661PF
 - a. Manufacturer part#: 532165-810
 - b. Supplier's part#: 532165-810
 - c. Description: frontmount 25hp diesel engine, 61" zero-turn lawn mower
 - d. MSRP:
 - e. NET Cobb County:
5. 729BT/3661PF
 - a. Manufacturer part#: 531900-810
 - b. Supplier's part#: 531900-810
 - c. Description: frontmount 29hp gas engine, 61" zero-turn lawn mower
 - d. MSRP:
 - e. NET Cobb County:

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- C. Provide details of and propose additional discounts for volume orders, special manufacturer's offers, minimum order quantity, free goods programs, total annual spend, etc. (if offered).

Proposed volume discounts (per order value)

- D. If used, trade-ins, leasing/financing, or other offerings are available, provide applicable pricing and discounts.

Pricing for trade-ins, leasing/financing rates are available on a case-by-case basis upon request

* Discounts listed are based off nationally published Manufacturers' Suggested Retail Price (MSRP). Due to the economic environment, with factors outside of our control, a 12-month price guarantee cannot be offered.

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5.7 Financial Statements

- A. Financial Statement: include the most recent, independently certified financial statement. Financial statements must include a balance sheet and income statement.

As a privately owned company we are not required to have our financial statements audited. A Financial Ratio Evaluation in lieu of statement will be provided.

- B. Name and address of firm preparing the attached financial statement including a letter stating the independent audit or review has been performed by the firm.

Please contact the individual below for company financial information

Moridge Manufacturing, Inc.
Phone: 620-345-8621

- C. State whether the Proposer has ever had a bankruptcy petition filed in its name, voluntarily or involuntarily. If yes, specify all relevant details.

Not applicable

Please Input Data From Financial Statements

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5.8 National Contract

- A. Include a detailed response to Attachment A, Exhibit A, OMNIA Partners Response for National Cooperative Contract. Responses shall highlight experience, demonstrate a strong national presence, describe how Supplier will educate its national sales force about the contract, describe how products and services will be distributed nationwide, include a plan for marketing the products and services nationwide, and describe how volume will be tracked and report to OMNIA Partners.

Response included

- B. The successful Supplier will be required to Sign Attachment A, Exhibit B, OMNIA Partners Administration Agreement, Suppliers shall have any reviews required to sign the document prior to submitting a response. Supplier's response shall include any proposed exceptions to the OMNIA Partners Administration Agreement.

Response, review and any exceptions included

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Exhibit A – Response for National Cooperative Contract

3.0 Supplier Response

3.1 Company

A. Brief history and description of Supplier to include experience providing similar products and services.

- i. Moridge Manufacturing, Inc. is a worldwide manufacturer of the Grasshopper™ brand zero-turn lawn mower. The Grasshopper™ brand was introduced to the market in 1969 and has remained an industry leader, pioneering many firsts in the industry. The company continues to innovate and grow by continually investing in product research and design, operations efficiency and effectiveness and dealership support.

All Grasshopper™ mowers are designed, assembled and shipped from Moundridge, Kansas. Moridge Manufacturing operates warehouses throughout the United States that ultimately support our dealer network. This network is comprised of authorized independent businesses located in all 50 states. Each dealership location is managed by a factory field representative that assists with marketing, sales and servicing of the brand.

At the factory level there is a dedicated government department comprised of four full-time individuals. These individuals collectively have 40+ years of experience in managing government accounts. They work closely with both internal and external stakeholders to effectively meet the needs of government users. This department would oversee the contract requirements of a national cooperative contract. Brent Dobson, Director of Government Accounts, would be the primary point of contact for contract negotiations or clarifications.

B. Total number and location of salespersons employed by Supplier. *

- i. WA, OR, CA, ID, NV, AZ, UT, MT, WY, CO, NM
 - i.
- ii. ND, SD, NE, KS, OK TX
 - i.
- iii. MN, IA, MO, WI, IL, IN, KY, TN, VA, NC, WV, DE
 - i.

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- iv. OH, PA, NY, CT, RI, MA, VT, NH, ME
 - i.
 - v. AR, LA, MS, AL, GA, SC, FL
 - i.
 - vi. * This is a unique count of field sales representatives; some reps may have territories that fall within other regions but were only counted once. Other field representatives are available throughout the U.S. but are employed by third-party distributors.
 - vii.
- C. Number and location of support centers (if applicable) and location of corporate office.
- i. Corporate location
 - i. Moundridge, KS 67107
 - ii. Support locations (dealers)
 - i. See 5.5 Product Information Service Capability document/section
- D. Annual sales for the three previous fiscal years.
- i. Privately owned company, we do not report these numbers. Please see financial statements section 5.7 Financial Statements
 - ii.
 - iii. DUNS# 007135387
- E. Describe any green or environmental initiatives or policies.
- i. Utilize powder coat painting; this technique eliminates the environmental hazards associated with traditional painting methods
 - i. Powder coat particles can be reclaimed and reused eliminating waste
 - ii. Powder coat painting process has been used since the mid-1980's
 - ii. All scrap metal that is generated is collected and recycled
 - i. Investments in laser cutting technology further reduce scrap rates
 - iii. Wood pallets are used for crating and distribution of mowers; wood is renewable and reusable
 - iv. Utilize diesel engines across a large portion of our product offering dating back to 1983. Diesel powered motors offer superior power, cost efficiency, convenience and lower operating emissions than a comparable gasoline or liquefied petroleum gas (LPG) engine.

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F. Describe any diversity programs or partners supplier does business with and how Participating Agencies may use diverse partners through the Master Agreement. Indicate how, if at all, pricing changes when using the diversity program. If there are any diversity programs, provide a list of diversity alliances and a copy of their certifications.

- i. If the opportunity arises that a Participating Public Agency desires to utilize a local and/or MWBE company then they are more than welcome to work directly with our dealer. It is really about the customer experience and ensuring that our customer is more than satisfied with Grasshopper product and service. Grasshopper dealers are well trained in handling Public Agency customers and we understand the importance of “buy local” and support MWBE companies. Due to our extensive experience with government contracting, we will help drive customers to our dealers that are local or MWBE companies. Grasshopper is also an equal opportunity employer and abides by the applicable non-discrimination laws and will not unlawfully discriminate against any employee or applicant because of race, color, age, sex, religion, national origin, ancestry, Vietnam era veteran status, or disability.

G. Indicate if supplier holds any of the below certifications in any classified areas and include proof of such certification in the response.

- i. Moridge Manufacturing, Inc. does not hold any MWBE, SBE, DBE, HUB, HUBZone certifications

H. List any relationships with subcontractors or affiliates intended to be used when providing services and identify if subcontractors meet minority-owned standards. List which certifications subcontractors hold and certifying agency, if any.

- i. Not applicable

I. Describe how supplier differentiates itself from its competitors.

The Grasshopper Company offers several features and benefits over other zero turn mowers that make us more advantageous to U.S. Communities customers. Grasshopper high quality of Cut, power and performance systems and Implement capabilities would give U.S. Communities customers the best in quality and performance.

Grasshopper designed matched transmissions are more durable and longer lasting than other competitive systems. The specially formulated Hydro oil (exclusive to Grasshopper Mowers) allows us to change oil every 1,000 hours compared to other companies that have to change oil 3X as much. Grasshopper is the only zero turn mower to use a 7-micron absolute filter on its G2 transmissions.

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Grasshopper has developed several ergonomic features that make out mowers a comfortable for the operator, but also reduce workers comp claims and accommodate handicap operators. One example of this would be a company called Challenge Unlimited that use Grasshopper Mowers exclusively on a contract at Scott AFB in Illinois. We also test our mowers to meet CE certification for Europe and other countries. This means we run at lower sound than other brands.

Grasshopper's Bid Department is an example of our focus on the government customer. Our premier customer experience is not just for our residential market. It is also for our commercial market. U.S. Community customers will appreciate the one on communication Grasshopper can provide and the expertise that can only come from a company that has been producing Grasshopper mowers since 1969.

Today, Grasshopper mower and all-season implements are available through an independent dealer network in all 50 states and over 40 countries. The Grasshopper Company division of Moridge Manufacturing, Inc. has built a worldwide reputation with zero-turn radius mowers and grounds maintenance equipment. With True Zero Turn™ capability, Grasshopper products turn any large or complex mowing job into quick and easy work. The growing product line includes more than 50 combinations of zero turn mowers.

Many of our proven, high performance implements such as vacuum collection systems, dozer blades, V-blade, Edger and Remote Vac are made by the Grasshopper Company. This means you don't have to go to a third party for warranty.

Grasshopper Companies focus on the government customer has led to specialized mowers with hydraulic cutting height adjustment, aluminum sunshade canopies, speed trim roller kits (close trimming to buildings and fences), joystick control implements, rear discharge cutting decks, Custom Fit Quik-Adjust™ steering levers and several other accessories. These accessories give Grasshopper a stand out position against other brands that offer limited portfolios of accessories.

The Grasshopper Bid Department brings 90 years of combined experience in government contracting. Our Marketing director has 40 plus years of experience working with federal, state and local governments and created the Bid Department back in the 1990's. Our Marketing Director saw early on the focus needed to work with government entities. Our online Quik Quote system allows our dealers to create customized contract quotes that can be turned into

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purchase order and orders for shipment. Grasshopper Company's online tailored parts programs have tremendous value to your government customers.

- J. Describe any present or past litigation, bankruptcy or reorganization involving supplier.
 - i. Not applicable

- K. Felony Conviction Notice: Indicate if the supplier:
 - a. Is a publicly held corporation and this reporting requirement is not applicable;
 - b. Is not owned or operated by anyone who has been convicted of a felony; or
 - c. Is owned or operated by and individual(s) who has been convicted of a felony and provide the names and convictions.
 - i. B. Moridge Manufacturing, Inc. is not owned or operated by anyone who has been convicted of a felony.

- L. Describe any debarment or suspension actions taken against supplier.
 - i. Not applicable

3.2 Distribution, Logistics

- A. Each offeror awarded an item under this solicitation may offer their complete product and service offering/a balance of line. Describe the full line of products and services offered by supplier.
 - i. Offering Grasshopper™ brand zero-turn, rotary lawn mowers and grounds maintenance equipment. Mowers are available in two configurations.
 - i. FrontMount – the cutting deck is positioned in front of the operator giving them better visibility and increased functionality. Able to utilize year-round implements for increased functionality from the same piece of equipment.
 - ii. MidMount – the cutting deck is positioned underneath the operator; this configuration offers simplified maintenance and typically a faster ground speed.
 - ii. Grasshopper™ specifications
 - i. Engine availability
 - 1. Gas & diesel fueled engines
 - 2. 24hp to 37hp engines
 - 3. Air-cooled or liquid-cooled engines
 - 4. V-Twin or 3-cylinder in-line engine blocks
 - 5. Vertical or horizontal crankshaft alignment
 - ii. Cutting deck availability
 - 1. 44" to 72"
 - 2. Side and rear-discharge
 - 3. Two or three blade configurations
 - 4. Fabricated (not stamped) & robotically welded deck construction
 - 5. Spindle planes are 0.9 in. thick in stress zones

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- iii. Implement availability
 1. 48" to 60" dozer blades
 2. 48" to 60" rotary brooms
 3. Mower mounted edger attachment
 4. AERA-vator™ coreless aerator
 5. 48" to 60" snow throwers
 6. Grass collection systems
 7. Dethatchers
 8. Debris blowers
 9. Shielded sprayers
- iv. Options/Accessories availability (not a complete list)
 1. Cab Enclosures
 - a. Optional heater kit
 2. Seat upgrades
 3. Mulch kits
 4. Steering lever kits
 5. Hydraulic deck lift(s)
 6. Deck roller kits
 7. Deck air dam kits
 8. Sunshade canopies
 - a. Fan kits
 - b. Work lights
 9. Drive tire tread options
 - a. Turf tread
 - b. LP bar tread
 - c. Airless tire options
 10. ROPS mounted fire extinguisher kits
 11. Battery trickle charges
 12. Engine block heaters
 13. Air filter maintenance indicators
 14. Foldable ROPS options
 15. Safety lights
 16. Rear Bumpers
 17. Weather covers
 18. Suspension caster forks
- v. All service agreements/needs will be negotiated with an authorized Grasshopper dealer on an-as needed basis by each participating customer, outside of this agreement.

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B. Describe how supplier proposes to distribute the products/service nationwide. Include any states where products and services will not be offered under the Master Agreement, including U.S. Territories and Outlying Areas.

C. Describe how Participating Agencies are ensured they will receive the Master Agreement pricing; include all distribution channels such as direct ordering, retail or in-store locations, through distributors, etc. Describe how Participating Agencies verify and audit pricing to ensure its compliance with the Master Agreement.

- i. Our quoting system called *Quik Quote* was developed to ease the time necessary to prepare a correctly configured quote. This quoting platform has been expanded to include contract pricing. Factory staff and dealers have access to this system. The Factory is responsible for maintaining the System for MSRP and contract pricing accuracy, contract pricing does not have to be manually figured. Each Master Agreement quote will have the contract name, number and applicable contract dates auto-populated onto the quote.

D. Identify all other companies that will be involved in processing, handling or shipping the products/service to the end user.

- i. This will be comprised of the independent dealer network, company owned fleet and warehouse staff and national and regional common-carriers

E. Provide the number, size and location of Supplier's distribution facilities, warehouses and retail network as applicable.

- i. See 5.5 Product Information Service Capability for approximate number of dealers by state.
- ii. Company owned warehouses located in Kansas, Georgia, Florida, Michigan
 - i. Approximate sq. ft. of space: 430,510
- iii. Third-party distributors with warehouse spaces located in Ohio, Pennsylvania, Iowa, Minnesota, North Dakota, South Dakota, Oklahoma, Utah, Illinois
 - i. Approximate sq. ft. of space: 88,010

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3.3 Marketing and Sales

- A. Provide a detailed 90-day plan, beginning from award date of the Master Agreement, describing the strategy to immediately implement the Master Agreement as Supplier's primary go to market strategy for Public Agencies to Supplier's teams nationwide, to include but not be limited to:
- i. Executive leadership endorsement and sponsorship of the award as the public sector go-to-market strategy within first ten (10) days.
 - ii. Training and education of Supplier's national sales force with participation from the Supplier's executive leadership, along with the OMNIA Partners team within first 90 days.
 - i. Within a 90-day period from award date our nationwide sales teams will be educated on the new contract. This will be in several stages to two different groups. First, factory sales representatives will be updated on the new contract through email and phone conferences. This instruction will cover proper understanding of the contract terms, procedures and reporting requirements. As well as the proper Master Agreement pricing and how to quote it accurately.
 - ii. The next group to receive instruction will be the authorized dealer network. They will be instructed both from a factory level and by the associated factory sales representative. Email and phone conferences will be utilized. Dealers also have access to a dedicated website where quoting and co-branded marketing/training materials are available.
 - iii. 1-30 days post award – executive & project team training
 - iv. 31-60 days post award – national sales team training
 - v. 61-90 days post award – dealership training
- B. Provide a detailed 90-day plan, beginning from award date of the Master Agreement, describing the strategy to market the Master Agreement to current Participating Public Agencies, existing Public Agency customers of Supplier, as well as to prospective Public Agencies nationwide immediately upon award.
- i. Trade publications will be analyzed and selected for initial release
 - ii. Supplier's website will be updated/revised with current Master Agreement information
 - iii. Co-branded marketing materials will be developed/updated
 - iv. Shows will be coordinated with Grasshopper national sales team and OMNIA Partners
 - v. Annual Forum schedule will be coordinated with Grasshopper national sales team and OMNIA Partners
 - vi. Form the basis of our national and regional advertising campaign for the lifecycle of the Master Agreement
 - vii. Will review/develop case studies, collateral pieces for ongoing promotion
 - viii. Dedicated OMNIA Partners homepage on our website will be updated/revised as requested

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- C. Describe how supplier will transition any existing Public Agency customers' accounts to the Master Agreement available nationally through OMNIA Partners. Include a list of current cooperative contracts (regional and national) Supplier holds and describe how the Master Agreement will be positioned among the other cooperative agreements.
- i. All requests for quote will be priced from the Master Agreement first automatically, other purchasing methods would be discussed on an as-needed basis upon customer request. This practice will be reinforced with continual training to our national sales team and dealer network, throughout the Master Agreement lifecycle.
- D. Acknowledge Supplier agrees to provide its logo(s) to OMNIA Partners and agrees to provide permission for reproduction of such logo in marketing communications and promotions. Acknowledge that use of OMNIA Partners logo will require permission for reproduction, as well.
- i. Agreed
- E. Confirm Supplier will be proactive in direct sales of Supplier's goods and services to Public Agencies nationwide and the timely follow up to leads established by OMNIA Partners. All sales materials shall use the OMNIA Partners logo. At a minimum, the Supplier's sales initiatives shall communicate:
- i. Master Agreement was competitively solicited and publicly awarded by a Principal Procurement Agency
 - ii. Best government pricing
 - iii. No cost to participate
 - iv. Non-exclusive
- i. Agreed
- F. Confirm Supplier will train its national sales force on the Master Agreement. At a minimum, sales training shall include:
- i. Key features of Master Agreement
 - ii. Working knowledge of the solicitation process
 - iii. Awareness of the range of Public Agencies that can utilize the Master Agreement through OMNIA Partners
 - iv. Knowledge of benefits of the use of cooperative contracts
- i. Agreed

Moridge Manufacturing, Inc.

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- G. Provide the name, title, email and phone number for the person(s) who will be responsible for:
- i. Executive Support: Brent Dobson, 620-345-8621, bdobson@grasshoppermower.com
 - ii. Marketing: Brent Dobson, 620-345-8621, bdobson@grasshoppermower.com
 - iii. Sales: Brent Dobson, 620-345-8621, bdobson@grasshoppermower.com
 - iv. Sales Support: Marlie Harper, 620-345-8621, mharper@grasshoppermower.com
 - v. Financial Reporting: Justin Eicher, 620-345-8621, jeicher@grasshoppermower.com
 - vi. Accounts Payable: Jimetta Wiebe, 620-345-8621, jwiebe@grasshoppermower.com
 - vii. Contracts: Brent Dobson, 620-345-8621, bdobson@grasshoppermower.com
- H. Describe in detail how Supplier's national sales force is structured, including contact information for the highest-level executive in charge of the sales team.
- i. Key contact: Brent Dobson – Director of Government Accounts
 - i. Phone: 620-345-8621
 - ii. Email: bdobson@grasshoppermower.com
 - ii. Our national sales team covers all 50 U.S. states. Each sales representative lives in their respective territory and their territory can cover multiple states or portions of multiple states. Each sales representative is available to all sectors of government customers, from local townships and K12 schools to large metropolitan areas and state level customers.
- I. Explain in detail how the sales teams will work with the OMNIA Partners team to implement, grow and service the national program.
- i. Our national sales team will work with OMNIA Partners in the following ways (schedule permitting):
 - i. Attend trade shows jointly
 - ii. Make customer visits jointly
 - iii. Respond to inquiry requests timely
 - iv. Interface between OMNIA Partners and Project Team
 - v. Interface between customer and Project Team
- J. State the amount of Supplier's Public Agency sales for the previous fiscal year. Provide a list of Supplier's top ten (10) Public Agency customers and the total purchases for each for the previous fiscal year, along with a key contact for each.

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K. Describe Supplier's information systems capabilities and limitations regarding order management through receipt of payment, including description of multiple platforms that may be used for any of these functions.

- i. Hosted/punch-out product catalog capabilities are available and have been implemented with several state agencies. Orders may also be placed via email with a PDF copy of a purchase order or other documentation as required, order status is available via phone or email. All invoicing is emailed to a customer's accounts payable contact, invoices will be in PDF format. Payments can be made via check, credit card or ACH (check preferred), credit card payments accepted via telephone authorization only.

L. Provide the Contract Sales (as defined in Section 12 of the OMNIA Partners Administration Agreement) that Supplier will guarantee each year under the Master Agreement for the initial three (3) years of the Master Agreement ("Guaranteed Contract Sales").

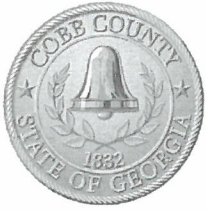
- i. \$0 (zero) sales will be guaranteed

M. Even though it is anticipated many Public Agencies will be able to utilize the Master Agreement without further formal solicitation, there may be circumstances where Public Agencies will issue their own solicitations. The following options are available when responding to a solicitation for Products covered under the Master Agreement.

- i. Respond with Master Agreement pricing (Contract Sales reported to OMNIA Partners).
- ii. If competitive conditions require pricing lower than the standard Master Agreement not-to-exceed pricing, Supplier may respond with lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales are reported as Contract Sales to OMNIA Partners under the Master Agreement.
- iii. Respond with pricing higher than Master Agreement only in the unlikely event that the Public Agency refuses to utilize Master Agreement (Contract Sales are not reported to OMNIA Partners).
- iv. If alternative or multiple proposals are permitted, respond with pricing higher than Master Agreement, and include Master Agreement as the alternate or additional proposal.

Detail Supplier's strategies under these options when responding to a solicitation.

- i. Most, if not all, solicitations will be priced from the Master Agreement with contract sales reported upon award.
- ii. Sales would be reported if the solicitation can be avoided with the Master Agreement even though the sales price is lower than the standard Master Agreement not-to-exceed pricing.
- iii. Market based pricing would be used if the Master Agreement is refused
- iv. If multiple proposals are submitted and one is the Master Agreement the sale would be reported if the Master Agreement is selected.



**COBB COUNTY
Purchasing Department**

122 Waddell Street NE
Marietta, Georgia 30060
(770) 528-8400 • fax: (770) 528-8428
purchasing@cobbcounty.org

Roger Ball
Purchasing Director

ADDENDUM No. 1

**Sealed Bid # 22-6640
Request for Proposal
Tractors, Mowers, and Other Equipment, Parts, and Services
Cobb County Purchasing Department**

Date: February 21, 2022

Page 1 of 5

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- Minutes, Questions and Clarifications from Pre-Proposal Meeting held via WebEx on February 14, 2022
- Sign-In Sheet from Pre-Proposal meeting
- Separate Attachment – Financial Ratio Evaluation Excel Spreadsheet

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

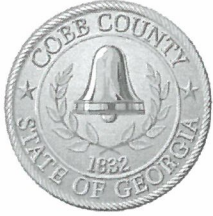
Moridge Manufacturing, Inc.
Company Name

3/04/2022
Date


Signature

Brent Dobson
Please Print Name

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.



**COBB COUNTY
Purchasing Department**

122 Waddell Street NE
Marietta, Georgia 30060
(770) 528-8400 • fax: (770) 528-8428
purchasing@cobbcounty.org

Roger Ball
Purchasing Director

ADDENDUM No. 2

**Sealed Bid # 22-6640
Request for Proposal
Tractors, Mowers, and Other Equipment, Parts, and Services
Cobb County Purchasing Department**

Date: March 4, 2022

Page 1 of 2

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

This Addendum consists of:

- **Questions Submitted in Writing**

Receipt of addendum **MUST** be acknowledged in the submitted proposal. It is the Proposer's ultimate responsibility to ensure that they have all applicable addenda prior to bid submittal.

This acknowledgment form must be signed, dated, and included with your submitted proposal

Moridge Manufacturing Inc.
Company Name

3/7/22
Date

J. Brent Dodson
Signature

J. Brent Dodson
Please Print Name

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, GA 30060.

BID SUBMITTAL FORM



SUBMIT BID/PROPOSAL TO:
Cobb County Purchasing Department
122 Waddell Street NE
Marietta, GA 30060

BID/PROJECT NUMBER: 22-6640
Request for Proposal
Tractors, Mowers, and Other Equipment, Parts, and Services
Cobb County Purchasing Department

DELIVERY DEADLINE: MARCH 10, 2022 BEFORE 12:00 (NOON) EST
(NO BIDS/PROPOSALS WILL BE ACCEPTED AFTER THIS DEADLINE).

Bid Opening Date: March 10, 2022 @ 2:00 P.M. in the Cobb County Purchasing Department, 122 Waddell Street NE, Marietta, Georgia, 30060.

BUSINESS NAME AND ADDRESS INFORMATION:

Company name: Moridge Manufacturing, Inc.

Contact name: Brent Dobson

Company address: 105 Old Hwy 81 S., Moundridge, KS 67107

E-mail address: bdobson@grasshoppermower.com

Phone number: 620-345-8621 Fax number: _____

NAME AND OFFICIAL TITLE OF OFFICER GUARANTEEING THIS QUOTATION:

Brent Dobson Director of Government Accounts
(PLEASE PRINT/TYPE) NAME TITLE

SIGNATURE OF OFFICER ABOVE: 
(SIGNATURE)

TELEPHONE: 620-345-8621 FAX: _____

BIDDER WILL INDICATE TIME PAYMENT DISCOUNT: NET 30

Bids received after the date and time indicated will not be considered. Cobb County reserves the right to reject any and all bids, to waive informalities, to reject portions of the bid, to waive technicalities and to award contracts in a manner consistent with the county and the laws governing the state of Georgia.

The enclosed (or attached) bid is in response to Bid Number **22-6640**; is a firm offer, **as defined by section O.C.G.A. (s) 11-2-205 of the code of Georgia (Georgia laws 1962 pages 156-178)**, by the undersigned bidder. This offer shall remain open for acceptance for a period of 90 calendar days from the bid opening date, as set forth in this invitation to bid unless otherwise specified in the bid documents.

**CONTRACTOR AFFIDAVIT & AGREEMENT
(EXHIBIT A)**


This affidavit must be signed, notarized and submitted with any bid requiring the performance of physical services. If the affidavit is not submitted at the time of the bid, the bid will be determined non-responsive and will be disqualified.

By executing this affidavit, the undersigned contractor verifies compliance with O.C.G.A. §13-10-91, stating affirmatively that the individual, firm or corporation which is contracting with Cobb County, Georgia, has registered with, is authorized to use, and is participating in a federal work authorization program (an electronic verification of work authorization program operated by the U.S. Department of Homeland Security or any equivalent federal work authorization program operated by the U.S. Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA)). The undersigned contractor further attests that it will continue to use the federal Employment Eligibility Verification (EEV) work authorization program throughout the contract period.

The undersigned further agrees that should it employ or contract with any subcontractor(s) or should its subcontractor(s) employ other subcontractor(s) for the physical performance of services pursuant to the contract with Cobb County, Georgia, the contractor or subcontractor will:

- (1) Notify the County within five business days of entering into a contract or agreement for hire with any subcontractor(s);
- (2) Secure from any subcontractor(s) and/or their subcontractor(s) verification of compliance with O.C.G.A. § 13-10-91 on the attached Subcontractor Affidavit (EXHIBIT A-1) prior to the commencement of any work under the contract/agreement;
- (3) Secure from any subcontractor(s) and/or their subcontractor(s) a completed Immigration Compliance Certification (EXHIBIT A-2) prior to the commencement of any work under the contract/agreement;
- (4) Provide the subcontractor(s) with legal notice that Cobb County, Georgia, reserves the right to dismiss, or require the dismissal of, any contractor or subcontractor for failing to provide the affidavit and/or for failure to comply with the requirements referenced in the affidavit;
- (5) Maintain records of such compliance and provide a copy of each such verification to Cobb County, Georgia, at the time the subcontractor(s) is retained to perform such services or upon any request from Cobb County, Georgia; and
- (6) Maintain such records for a period of five (5) years.

171877
EEV (E-Verify) Program Number


BY: Authorized Officer or Agent
[Contractor Name]

Brent Dobson
Printed Name

12/17/2008
EEV Program Date of Authorization

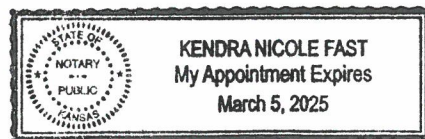
Moridge Manufacturing, Inc.
Contractor Business Name

3/04/2022
Date

SWORN AND SUBSCRIBED BEFORE ME
ON THIS THE 7th DAY OF March, 2022


Notary Public Commission Expires: 3-5-25

Effective 09-20-2013





Cobb County...Expect the Best!

REQUEST FOR PROPOSAL

Sealed Bid # 22-6640

**Tractors, Mowers, and Other Equipment, Parts, and Services
Cobb County Purchasing Department**

Bid Opening Date: March 10, 2022

Pre-Proposal Meeting via WebEx: February 14, 2022 @ 10:00 A.M

Join from meeting link

<https://cobbcounty.webex.com/cobbcounty/j.php?MTID=m4aa95048fdb71434cfed67b340fd959b>

Meeting number (access code): 2300 505 3810

Meeting password: tmDEqT4Ei39

Join by phone

+1-415-655-0003 US Toll

**Proposals Are Received in the Cobb County Purchasing Department
122 Waddell Street NE
Marietta, GA 30060**

Before 12:00 (Noon) By the Bid Opening Date

**Proposal Will Be Opened in the Cobb County Purchasing Department at 2:00 pm
122 Waddell Street NE
Marietta, GA 30060**

**VENDORS ARE REQUIRED TO SUBMIT THE ORIGINAL, TWO (2) COPIES AND TEN (10) FLASH DRIVES OF BID
(UNLESS OTHERWISE SPECIFIED IN BID SPECIFICATIONS)**

NAME: Moridge Manufacturing, Inc.

ADDRESS: 105 Old Hwy 81 S
Moundridge, KS 67107

REPRESENTATIVE: Brent Dobson

PHONE: 620-345-8621 FAX: _____

E-MAIL bdobson@grasshoppermower.com

NOTE: The Cobb County Purchasing Department will not be responsible for the accuracy or completeness of the content of any Cobb County Invitation to Bid or Request for Proposal or subsequent addenda thereto received from a source other than the Cobb County Purchasing Department.

SEALED BID LABEL

SEALED BID ENCLOSED

DELIVER TO:
Cobb County Purchasing
122 Waddell Street NE
Marietta, GA 30060

SEALED BID # 22-6640 DATE: March 10, 2022

BIDS MUST BE RECEIVED BEFORE 12:00 NOON

**DESCRIPTION: Request for Proposal
Tractors, Mowers, and Other Equipment, Parts, and Services**

VENDOR: Moridge Manufacturing, Inc.

LABEL *MUST* BE ATTACHED TO OUTSIDE OF BID PACKAGE