

October 19, 2016

Melissa Myers VCO, VGCO
Procurement Officer
Commonwealth of Virginia
Department of Rail and Public Transportation
600 East Main Street, Suite 2102
Richmond, VA 23219

Dear Ms. Myers:

I am in receipt of your renewal request and would like to thank you for the opportunity to renew Virginia State Vehicle Contract 505-13-CC0003, Lot 4 for Minivan with Lift. All of us at Sonny Merryman, Inc. appreciate the opportunity to continue providing this vehicle to municipalities and agencies here in the Commonwealth.

Upon receipt of your letter, I submitted a request to the vehicle manufacturer for 2017 model year pricing. The base price for the van for the 2017 model increased by \$644.00 when compared to the 2016 model. The body modifier, Braun, has agreed to hold current conversion pricing for the 2017 model year. Our total per unit increase is \$644.00. Documentation is attached.

The 2016 model year price was \$34,396.00. I would like to request a new 2017 model year price of \$34,888.00. While the requested price does not cover our actual increase it is within the limits allowed per contract language.

Contract language allows an annual increase based on Producer Price Index Series WPU141302. For the most recent 12 month period posted, the allowable increase is \$492.89. The relevant Producer Price Index Table is attached. The amount was determined as follows:

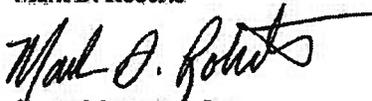
- October 2015 factor = 237.3
- September 2016 factor = 240.7

$$240.7 - 237.3 = 3.4 \quad 3.4 / 237.3 = .01433 \quad \$34,396.00 \times .01433 = \$492.89$$

Thank you again for this opportunity. We value our relationship with DRPT and look forward to continuing our successful partnership.

Sincerely,

Mark D. Roberts


Sonny Merryman, Inc.



COMMONWEALTH of VIRGINIA

Jennifer Mitchell
Director

DEPARTMENT OF RAIL AND PUBLIC TRANSPORTATION
600 EAST MAIN STREET, SUITE 2102
RICHMOND, VA 23219

(804) 786-4440
FAX (804) 225 3752
VIRGINIA RELAY CENTER
1-800-828-1120 (TDD)

October 11, 2016

Mark Roberts
Sonny Merryman
PO Box 495
Rustburg, VA 24588

RE: Modified MiniVan with Lift - Chevy
CONTRACT NO.: 505-15-CC0003 Lot 4

Dear Mr. Roberts:

The contract noted above will expire on November 10, 2016. If you are willing to renew for an additional one (1) year, please forward to me, via e-mail, the acceptance below to renew this contract for the period November 11, 2016 through November 10, 2017. The contract will consist of your original bid, contract renewals, and any modifications to the contract. All other terms and conditions for the renewal will remain the same.

In accordance with the terms and conditions, the Commonwealth may wish to extend this contract for an additional period of one year. If we do not receive your response, in writing, by the date shown below, it may be necessary for us to re-bid the contract in order to meet our required schedule. Please notify the undersigned whether or not you wish to renew this contract.

Please complete this form and return to me not later than October 28, 2016.

Yes My Company will renew this contract under the same terms and conditions.

* With allowable increases as indicated in attached letter.

No My Company does not desire to renew this contract.

The Smartest Distance Between Two Points
www.drpt.virginia.gov

Persons signing this modification are authorized representatives of each party to this contract and acknowledge that each party agrees to be bound by the terms and conditions of the contract.

CONTRACTOR

Sonny Merryman

Signature: 

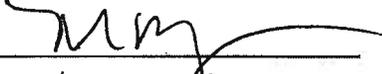
Name: Mark D. Roberts

Title: Senior Vice President

Date: 10/14/2016

AGENCY

Department of Rail and Public
Transportation

Signature: 

Name: Melissa Myers

Title: Procurement Officer

Date: 10/24/16

Sincerely,

Melissa Myers
Procurement Officer

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Data extracted on: October 19, 2016 (2:30:00 PM)

Producer Price Index-Commodities

Series Id: WP0141302
 Not Seasonally Adjusted
 Group: Transportation equipment
 Item: Complete vehicles on purchased chassis
 Base Date: 198212

Download: [xlsx](#)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2006	192.7	193.6	194.1	194.1	194.3	194.5	194.9	196.4	198.2	199.4	199.7	199.7
2007	200.4	200.4	198.2	200.6	200.7	201.3	201.3	201.4	201.7	201.7	201.7	197.6
2008	197.9	197.9	201.7	203.0	204.3	206.8	208.9	208.9	208.9	211.4	211.5	211.6
2009	211.2	210.9	209.9	208.3	208.8	208.9	210.5	210.5	210.5	209.4	209.4	209.6
2010	211.2	211.2	211.2	212.5	212.7	212.6	213.4	213.1	213.4	213.4	213.5	214.0
2011	214.3	214.9	215.4	215.8	216.0	216.1	215.9	216.2	216.2	215.5	217.6	218.8
2012	218.5	218.6	218.6	220.2	220.2	222.6	222.8	223.5	223.5	222.8	221.7	222.2
2013	221.9	221.9	222.1	222.3	222.2	222.6	222.8	222.8	224.9	225.4	225.5	225.5
2014	227.4	228.3	228.0	227.6	227.6	228.5	228.5	229.3	230.0	230.6	230.6	230.8
2015	232.2	236.8	236.8	236.8	237.2	237.2	237.2	237.3	237.3	237.3	237.7	237.9
2016	238.2	239.0	239.5	239.6	239.3	239.5(P)	240.7(P)	240.7(P)	240.7(P)			

P : Preliminary. All indexes are subject to revision four months after original publication.

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www.bls.gov | Telephone: 1-202-691-5200 | TDD: 1-800-877-8339 | [Contact Us](#)

International Corporate Headquarters:
The Braun Corporation
631 W. 11th Street
P.O. Box 310
Winamac, IN 46996 USA
1-800-THE LIFT
(574) 946-6153
FAX: (574) 946-4670

 **THE BRAUN
CORPORATION.**
"Providing Access to the World"



www.braunlift.com

October 11, 2016

Mark Roberts
Sonny Merryman, Inc.
5120 Wards Road
Evington, VA 24550

Mark --

Pursuant to Item 7 on page 19 of the solicitation "Price Escalation/De-Escalation", The Braun Corporation requests the following price increase in conjunction with renewal of the "Modified Minivan with Wheelchair Ramp" contract with the Commonwealth of Virginia.

Chassis: The cost increase associated in moving from the 2016 model chassis pricing to the 2017 model is \$644. (Please see attachments)

Please let me know if you have questions or require additional information.

Regards --

Scott Alexander, Commercial Vehicle Inside Sales Manager
The Braun Corporation

BRAUN CHRYSLER-DODGE-JEEP-RAM
1101 SOUTH MONTICELLO ST
WINAMAC, IN 46987747

Configuration Preview

Date Printed: 2016-10-11 11:51 AM **VIN:**
Estimated Ship Date: **VON:**

Quantity: 1
Status: BA - Pending order
FAN 1: 0041Z STATE OF VIRGINIA
 GENERAL SERV
FAN 2:
Client Code:
Bid Number: TB7094
PO Number: VADOT RE

Sold to: BRAUN CHRYSLER-DODGE-JEEP-RAM (44343)
 1101 SOUTH MONTICELLO ST
 WINAMAC, IN 46987747
Ship to: BRAUN CORPORATION (T0085)
 627 W. 11TH STREET
 WINAMAC, IN 46988

Vehicle: 2017 GRAND CARAVAN SE (RTKH53)

	Sales Code	Description	MSRP(USD)	FWP(USD)
Model:	RTKH53	GRAND CARAVAN SE	23,895	23,785
Package:	29E	Customer Preferred Package 29E	0	0
	ERB	3.6L V8 24V VVT Engine	0	0
	DG2	6-Speed Automatic 62TE Transmission	0	0
Paint/Seat/Trim:	PW7	White Knuckle Clear Coat	0	0
	APA	Monotone Paint	0	0
	*H7	Cloth Low-Back Bucket Seats	0	0
	-X1	Black/Lt Graystone	0	0
Options:	4ES	Delivery Allowance Credit	0	-239
	MAF	Fleet Purchase Incentive	0	-750
	CYC	2nd Row Buckets w/Fold-In-Floor	1,795	1,598
	SER	Load Leveling and Height Control	290	258
	CEP	Light Graystone Seats	0	0
	ATE	Rear Access Mobility Prep Group	0	0
	4DH	Prepaid Holdback	0	-782
	5N6	Easy Order	0	0
	4FM	Fleet Option Editor	0	0
	4FT	Fleet Sales Order	0	0
	142	Zone 42-Detroit	0	0
	4EA	Sold Vehicle	0	0
Non Equipment:	4FA	Special Bid-Ineligible For Incentive	0	0
Bid Number:	TB7094	Government Incentives	0	-2,250
Discounts:	YGE	5 Additional Gallons of Gas	0	10
Destination Fees:			995	995
Total Price:			27,075	22,825

Order Type: Fleet **PSP Month/Week:**
Scheduling Priority: 1-Sold Order **Build Priority:** 01
Customer Name:
Customer Address: USA

Instructions:

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.

BRAUN CHRYSLER-DODGE-JEEP-RAM
1101 SOUTH MONTICELLO ST
WINAMAC, IN 469987747

Configuration Preview

Date Printed: 2016-10-27 1:20 PM VIN:
 Estimated Ship Date: VON:

Quantity: 1
 Status: BA - Pending order
 FAN 1: 0041Z STATE OF VIRGINIA
 GENERAL SERV
 FAN 2:
 Client Code:
 Bid Number: TB6094
 PO Number:

Sold to: BRAUN CHRYSLER-DODGE-JEEP-RAM (44343) THE BRAUN CORPORATION (16323)
 1101 SOUTH MONTICELLO ST 631 WEST 11TH STREET
 WINAMAC, IN 469987747 WINAMAC, IN 46998

Vehicle: 2016 GRAND CARAVAN AVP/SE (RTKH63)

	Sales Code	Description	MSRP(USD)	FWP(USD)
Model:	RTKH63	GRAND CARAVAN AVP/SE	21,795	21,665
Package:	29E	Customer Preferred Package 29E	2,600	2,225
	ERB	3.6L V6 24V VVT Engine	0	0
	DG2	8-Speed Automatic 62TE Transmission	0	0
Paint/Seat/Trim:	PW7	Bright White Clear Coat	0	0
	APA	Monotone Paint	0	0
	*H7	Cloth Low-Back Bucket Seats	0	0
	-X1	Black/L1 Graystone	0	0
Options:	4DH	Prepaid Holdback	0	-788
	4ES	Delivery Allowance Credit	0	-217
	MAF	Fleet Purchase Incentive	0	-720
	6ER	Load Leveling and Height Control	290	268
	ATE	Rear Access Mobility Prep Group	0	0
	TWB	P225/65R17 BSW A/S Touring Tires	0	0
	6N6	Easy Order	0	0
	4FM	Fleet Option Editor	0	0
	4FT	Fleet Sales Order	0	0
	142	Zone 42-Detroit	0	0
	4EA	Sold Vehicle	0	0
Non Equipment:	4FA	Special Bid-Ineligible For Incentive	0	0
Bid Number:	TB6094	Government Incentives	0	-1,500
Discounts:	YQE	5 Additional Gallons of Gas	0	13
Destination Fees:			995	695
Total Price:			25,680	21,881

Order Type: Fleet PSP Month/Week:
 Scheduling Priority: 1-Sold Order Build Priority: 01
 Customer Name:
 Customer Address: USA

Instructions:

Note: This is not an invoice. The prices and equipment shown on this priced order confirmation are tentative and subject to change or correction without prior notice. No claims against the content listed or prices quoted will be accepted. Refer to the vehicle invoice for final vehicle content and pricing. Orders are accepted only when the vehicle is shipped by the factory.