



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)

May 23, 2016

Mark Roberts
Sonny Merryman
PO Box 495
Rustburg, VA 24588

RE: Bus Contracts 15 Passenger Ford Vans
CONTRACT NO.: 505-13-CC0010

Dear Mr. Roberts:

The contract noted above will expire on June 18, 2016. If you are willing to renew for an additional one (1) year with the new rate attached, please forward to me, via e-mail, the acceptance below to renew this contract for the period June 19, 2016 through June 18, 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 May 31, 2016.

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

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: 

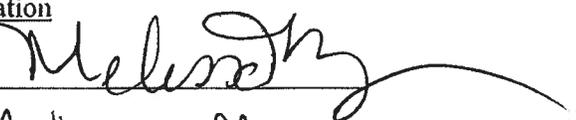
Name: Mark D. Roberts

Title: Senior VP

Date: 5/23/2016

AGENCY

Department of Rail and Public
Transportation

Signature: 

Name: Melissa Myers

Title: Procurement Officer

Date: 5/31/16

Sincerely,

Melissa Myers
Procurement Officer

May 20, 2016

Melissa Myers VCO, VCCO
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-CC0010 for 15 Passenger Ford Vans. 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 manufacturers for 2017 model year pricing. The Ford chassis price for the 2017 model increased by \$864.00 when compared to the 2016 model. The body manufacturer, Starcraft, is requesting a 1.2% body increase for the 2017 model year. That amount will be \$249.00. Our actual per unit increase is \$1,113.00. Documentation is attached.

The 2016 model year price was \$47,283.00. I would like to request a new 2017 model year price of \$47,850.00. 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 \$567.00. The relevant Producer Price Index Table is attached. The amount was determined as follows:

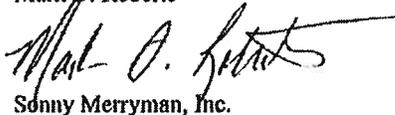
- April 2015 factor = 236.8
- April 2016 factor = 239.6

$$239.6 - 236.8 = 2.8 \quad 2.8 / 236.8 = .012 \quad \$47,283.00 \times 1.012 = \$47,850.00$$

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.

E450 158" 6.8L
 14,500 GVWR
 SINGLE DOOR

02/06/15 13:29:19

Dealer: F48162

==>

2016 ECONOLINE

Order No: 0123 Priority: J3 Ord FIN: Order Type: 5B Price Level: 615
 Ord PEP: 782A Cust/Flt Name: STARCRAFT PO Number:

		RETAIL	DLR INV		RETAIL	DLR INV
E4F	COM CUTAWAY VAN	\$31275	\$28851.00	516	SP TIRE NOT INC	
	158" WHEELBASE			47B	SHUTTLE BUS PKG	460 393.00
YZ	OXFORD WHITE				.FRT LICENSE BKT	
X	NO TRIM	NC	NC		.ENG BLK HEATER	
E	MEDIUM FLINT				.FRAME PUCKS	
782A	PREF EQUIP PKG			18A	EXT UPGRADE PKG	NC NC
	.STANDARD TRIM				.CHROME BUMPERS	
572	.A/C FRONT ONLY				SHUTTLE BUS DIS	(460) (393.00)
593	.LT/CONVEN GRP					
	.INSTR CLUSTER					
646	.16" WHITE WHLS					
99S	6.8L EFI V10ENG	1050	896.00			
44P	ELEC 6-SPD AUTO					
T67	.LT225/75RX16E B					
X83	4.56 REG X83	NC	NC			
162	FLR VINYL, FRT			656	FUEL TANK 55 GL	
20F	14500# GVWR	NC	NC	874	4 SPEAKERS	NC NC
21D	DR MANUAL PED	(135)	(115.00)	942	DAYTIME LIGHTS	45 38.00
425	50 STATE EMISS	NC	NC		SP DLR ACCT ADJ	(1315.00)
47Z	AMB PKG NOT REQ				SP FLT ACCT CR	(410.00)
525	CRUISE CONTROL	240	204.00		FUEL CHARGE	16.32
54F	MIRROR, DELETE			B4A	NET INV FLT OPT	NC 7.00
57J	AUX HTR CONNECT	25	21.00		PRICED DORA	NC NC
58W	FORD WORKS 4 SP	NC	NC			
60X	RT DOOR NOT INC	(200)	(171.00)			
	.PASS AIRBAG DEL					
625	RRVIEW MIRROR	NC	NC			
63N	EXT HD 225-AMP	260	222.00			
634	BATTERIES-DUAL	295	252.00			
	.EXT HVY DUTY 78					
	DEST AND DELIV	\$995	\$995.00			
TOTAL	BASE AND OPTIONS	33850	29491.32			
TOTAL		33850	29491.32			

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SUBURBAN FORD BASE CHASSIS PRICE
 RETAIL FLEET GOVERNMENT
 \$30,619.32 \$30,126.32 \$29,716.32

SUBURBAN FLEET SALES

E450 158" 6.8L
14,500 GVWR
SINGLE DOOR

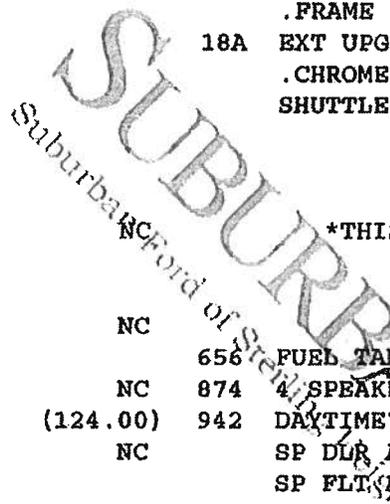
04/18/16 11:55:26
Dealer: F48162

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2017 ECONOLINE

Order No: 0012 Priority: J3 Ord FIN: Order Type: 5B Price Level: 725
Ord PEP: 782A Cust/Flt Name: STARCRAFT PO Number:

		RETAIL	DLR INV			RETAIL	DLR INV
E4F	COM CUTAWAY VAN	\$32920	\$31110.00	516	SP TIRE NOT INC		
	158" WHEELBASE			47B	SHUTTLE BUS PKG	460	424.00
YZ	OXFORD WHITE				.FRT LICENSE BKT		
X	NO TRIM	NC	NC		.ENG BLK HEATER		
E	MEDIUM FLINT				.FRAME PUCKS		
782A	PREF EQUIP PKG			18A	EXT UPGRADE PKG	NC	NC
	.STANDARD TRIM				.CHROME BUMPERS		
572	.A/C FRONT ONLY				SHUTTLE BUS DIS	(460)	(424.00)
593	.LT/CONVEN GRP						
	.INSTR CLUSTER						
646	.16" WHITE WHLS						
99S	6.8L EFI V10ENG	NC	NC				
44P	ELEC 6-SPD AUTO						
T67	.LT225/75RX16E B						
X83	4.56 REG X83	NC	NC				
162	FLR VINYL, FRT			656	FUEL TANK 55 GL		
20F	14500# GVWR	NC	NC	874	SPEAKERS	NC	NC
21D	DR MANUAL PED	(135)	(124.00)	942	DAYTIME LIGHTS	45	41.00
425	50 STATE EMISS	NC	NC		SP DLR ACCT ADJ		(1338.00)
47Z	AMB PKG NOT REQ				SP FLT ACCT CR		(919.00)
525	CRUISE CONTROL	240	220.00		FUEL CHARGE		12.30
54F	MIRROR, DELETE			B4A	NET INV FLT OPT	NC	7.00
57J	AUX HTR CONNECT	25	23.00		PRICED DORA	NC	NC
58W	FORD WORKS 4 SP	NC	NC				
60X	RT DOOR NOT INC	(200)	(184.00)		TOTAL BASE AND OPTIONS	34445	30355.30
	.PASS AIRBAG DEL				TOTAL	34445	30355.30
625	RRVIEW MIRROR	NC	NC				
63N	EXT HD 225-AMP	260	240.00				
634	BATTERIES-DUAL	295	272.00				
	.EXT HVY DUTY 78						
	DEST AND DELIV	\$995	\$995.00				



THIS IS NOT AN INVOICE

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SUBURBAN FORD BASE CHASSIS PRICE		
RETAIL	FLEET	GOVERNMENT
\$31,499.30	\$31,014.30	\$30,580.30

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Data extracted on: May 18, 2016 (11:38:00 AM)

Producer Price Index-Commodities

Series Id: NPUI41302
 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	222.6	222.8	223.5	223.5	222.8	221.7	222.2	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	236.9(P)	239.0(P)	239.5(P)	239.6(P)								

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

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