

October 23, 2017

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-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 2018 model year pricing. The base price for the Dodge van chassis for the 2018 model increased by \$657.00 when compared to the 2017 model. The body modifier, Braun, has agreed to hold current conversion pricing for the 2018 model year. Our total per unit increase is \$657.00. Documentation is attached.

The 2017 model year price was \$34,888.00. I would like to request a new 2018 model year price of \$35,545.00. While the requested price is slightly more than the limits allowed per contract language, we are requesting you allow us to include our actual per unit increase in our renewal.

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 \$383.77. The relevant Producer Price Index Table is attached. The amount was determined as follows:

- October 2016 factor = 240.5
- September 2017 factor = 243.1

$$243.1 - 240.5 = 2.6 \quad 2.6 / 240.5 = .011 \quad \$34,888.00 \times .011 = \$383.77$$

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)

August 24, 2017

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, 2017. 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, 2017 through November 10, 2018. 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 September 6, 2017.

Yes My Company will renew this contract under the same terms and conditions.
With allowable increases as indicated in the 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: 10/23/2017

AGENCY

Department of Rail and Public
Transportation

Signature: 

Name: Melissa Myers

Title: Procurement Officer

Date: 11/2/17

Sincerely,

Melissa Myers
Procurement Officer

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Data extracted on: October 20, 2017 (3:44:40 PM)

PPI Commodity Data

Series Id: WPU141302
 Not Seasonally Adjusted
Group: Transportation equipment
Item: Complete vehicles on purchased chassis
Base Date: 198212

Download:   

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
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	239.7	240.3	240.4	240.5	240.5	241.1	241.1
2017	240.6	240.5	240.8	241.4	242.1	242.1(P)	242.3(P)	242.6(P)	243.1(P)			

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

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1-800-THE LIFT
(574) 946-6153
FAX: (574) 946-4670

www.braunlift.com

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



October 20, 2017

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

Re: IFB 505-15-BB0002, Lot 4: Modified Minivan with Wheelchair Ramp

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 the renewal of the "Modified Minivan with Wheelchair Ramp" contract with the Commonwealth of Virginia

Chassis: The cost increase associated in moving from the 2017 model chassis to the 2018 model is \$657 (See attachments)

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

Thanks -- Scott

BRAUN CHRYSLER-DODGE-JEEP-RAM
1101 SOUTH MONTICELLO ST
WINAMAC, IN 469967747

Priced Order Confirmation (POC)

Date Printed: 2017-04-07 11:02 AM **VIN:** **Quantity:** 99
Estimated Ship Date: **VON:** 38782148 **Status:** BA - Pending order
Date Ordered: 2017-04-07 10:58 AM **Ordered By:** S30054F **FAN 1:** 00SER ADA Incentive Program
FAN 2:
Client Code:
Bid Number: TB7002
PO Number: BID SE 3

Sold to: BRAUN CHRYSLER-DODGE-JEEP-RAM (44343) **Ship to:** BRAUN CORPORATION (T0085)
1101 SOUTH MONTICELLO ST 627 W. 11TH STREET
WINAMAC, IN 469967747 WINAMAC, IN 46996

Vehicle: 2017 GRAND CARAVAN SE (RTKH53)

	Sales Code	Description	MSRP(USD)	FWP(USD)
Model:	RTKH53	GRAND CARAVAN SE	23,995	23,785
Package:	29S	Customer Preferred Package 29S	0	0
	ERB	3.6L V6 24V VVT Engine	0	0
	DG2	6-Speed Automatic 82TE Transmission	0	0
Paint/Seal/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:	NHK	Engine Block Heater	95	85
	CEP	Light Graystone Seats	0	0
	ANR	Mobility Prep with Load Leveling	145	129
	4FT		0	0
	5N6	Easy Order	0	0
	4FT	Fleet Sales Order	0	0
	4EA	Sold Vehicle	0	0
	142	Zone 42-Detroit	0	0
Non Equipment:	4ES	Delivery Allowance Credit	0	-239
	4DH	Prepaid Holdback	0	-727
	4FA	Special Bid-Ineligible For Incentive	0	0
	MAF	Fleet Purchase Incentive	0	-750
Bid Number:	TB7002	Government Incentives	0	-3,000
Discounts:	YGE	5 Additional Gallons of Gas	0	10
Group Funds:	T11	DETROIT OUTSTATE - DAA	0	0
	B11	DETROIT OUTSTATE - PPA/EB-PF	0	0
Destination Fees:			995	995
Total Price:			25,230	20,288

Order Type: Fleet **PSP Month/Week:**
Scheduling Priority: 1-Sold Order **Build Priority:** 01
Customer Name: BID SE 3
Customer Address: 631 W 11TH ST
WINAMAC IN 46996 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 469887747

Configuration Preview

Date Printed: 2017-10-20 10:37 AM **VIN:** **Quantity:** 1
Estimated Ship Date: **VON:** **Status:** BA - Pending order
FAN 1: 00SER ADA Incentive Program
FAN 2:
Client Code:
Bid Number: TB8002
PO Number:

Sold to: BRAUN CHRYSLER-DODGE-JEEP-RAM (44343) **Ship to:** BRAUN CHRYSLER-DODGE-JEEP-RAM (44343)
1101 SOUTH MONTICELLO ST 1101 SOUTH MONTICELLO ST
WINAMAC, IN 469887747 WINAMAC, IN 469887747

Vehicle: 2018 GRAND CARAVAN SE (RTKH53)

	Sales Code	Description	MSRP(USD)	FWP(USD)
Model:	RTKH53	GRAND CARAVAN SE	25,995	25,760
Package:	29S	Customer Preferred Package 29S	0	0
	ERB	3.6L V6 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:	4DH	Prepaid Holdback	0	-777
	4ES	Delivery Allowance Credit	0	-259
	MAF	Fleet Purchase Incentive	0	-790
	NHK	Engine Block Heater	95	85
	CEP	Light Graystone Seats	0	0
	ANR	Mobility Prep with Load Leveling	-205	-182
	5N8	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:	TB8002	Government Incentives	0	-4,000
Discounts:	YGE	5 Additional Gallons of Gas	0	13
Destination Fees:			1,095	1,095
			Total Price:	26,980
				20,945

Order Type: Fleet **PSP Month/Week:**
Scheduling Priority: 1-Sold Order **Build Priority:** 99
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.