



# COMMONWEALTH of VIRGINIA

Jennifer DeBruhl

DEPARTMENT OF RAIL AND PUBLIC TRANSPORTATION

(804) 786-4440

Director

600 EAST MAIN STREET, SUITE 2102  
RICHMOND, VA 23219-2416

FAX (804) 225-3752  
Virginia Relay Center  
800-828-1120 (TDD)

## Price Analysis

### Grantee: Virginia Department of Rail & Public Transportation

**VENDOR:** Sonny Merryman Inc.

Sonny Merryman/Forest River - \$86,9878 base price

Sonny Merryman/Drivege - \$79,552 base price

### Purchasing Schedule and prices:

This contract expires on 3/2/2024. DRPT is wishing to execute an optional 1 year renewal to this contract. As a result, the vendor, Sonny Merryman has provided updated pricing for the Drivege Ford Transit Raised Roof Vans. The new proposed base price of these vehicles is \$79,552 which represents a 25% increase on these vehicles. A price analysis was conducted for Drivege Ford Transit Raised Roof Vans on 3.2.2022 whereby the base price increased to \$63,443. There have been no further modifications of pricing since that time on this contract. Of note, Forest River was recently added to this contract as a manufacturer being sold through the awardee, Sonny Merryman in January 2024 . At the time of this contract renewal, Sonny Merryman has not requested a price increase on Forest River manufactured Raised Roof Vans.

DRPT conducted a review of base prices for similar vehicles comparing the state contract of Florida as well as the listed base price for similar vehicles with Northwest Bus Sales. The average base price for this vehicle (20' length) on Florida's contract was \$84,326. Northwest Bus Sales has a listed price for similar vehicle at \$89,995. Therefore, by peer comparison, the demonstrated base prices requested for this contract renewal for both Drivege and Forest River being sold by Sonny Merryman are determined to be fair and reasonable. DRPT will order several of these vehicles for the state FTA 5310 program and the vehicle is eligible to purchases by other Virginia FTA recipients.

### Offeror meets requirements of the solicitation:

Sonny Merryman Inc. – Forest River, Drivege met all the requirements of the Raised Roof Van bid specs: including wheelchair lift and securement, seating and door entry. All options are available at reasonable price (comparing options of other prices researched).

Date: 2/26/2024

Print Name: Avery Daugherty

Signature:

A handwritten signature in black ink, appearing to read "Avery Daugherty".

Title: Statewide Program Manager