



# COMMONWEALTH of VIRGINIA

**Jennifer B. DeBruhl**  
Director

**DEPARTMENT OF RAIL AND PUBLIC TRANSPORTATION**  
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Virginia Relay Center  
(800) 828-1120 (TDD)

## **Price Analysis**

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

VENDOR: - Sonny Merryman (eVA Cust# C12391)

### **Price Increase Request:**

The Virginia Department of General Services, who manages state vehicle contract for the Commonwealth of Virginia, including the Department of Rail and Public Transportation, was notified by Sonny Merryman of a request to increase the base price of ADA Lowered Floor Minivan- Chrysler Voyager.

The reason for the request, as described by Sonny Merryman, and the manufacturer, Braunability, is because they have exhausted their supply of 2022 model Chrysler Voyagers and have had to switch to 2023 model year vehicles. The proposed price increase is \$2,824 on the base price of the vehicle, for a total base price of \$70,276.

Peer State Review Summary (Refer to attachments below):

### **Summary:**


When comparing peer states of Michigan and Louisiana for ADA Modified Minivan (Chrysler Voyager), we found that Michigan awarded a contracted price for these vehicles in February 2023 of \$70,131

The state of Louisiana currently has an awarded contract for these vehicles having a base price of \$72,215.

In conclusion, DRPT finds these proposed price increase from the vendor to be fair and reasonable based on our review of peer states.

Date: 10/2/2023

Print Name: Avery Daugherty

Signature: 

Title : Statewide Program Manager



August 11, 2023

Chad Seals  
Sonny Merryman, Inc.  
5120 Wards Road  
Evington, VA 24550

Re: Commonwealth of Virginia CTR005605 continuation

Chad –

I am writing in regards to the aforementioned. As you are aware, our supply of '22 model Chrysler Voyager LX chassis has been exhausted. Therefore, we would like to seek contract renewal using the '23 model Chrysler Voyager LX chassis. We currently have supply of vehicles on ground that are available for this contract. Below you will find the price increase associated in continuation of this contract with the '23 model Chrysler Voyager LX chassis.

Your price increase for the base manual side-entry ADA conversion is \$2,824 and would be completed on a '23 model Chrysler Voyager LX chassis drawn from the supplemental chassis allotment from Stellantis. (This price increase is in addition to the change included in our pricing/clarification letter dated 9/9/22.)

Optional equipment price increases for the side entry conversion include:

1. 2-passenger fold-away seat – N/A (This Now a standard conversion item.)
2. QRT 360 WC securement belts – (2) sets Standard
3. Exterior wrap – (Sonny Merryman responsibility)
4. Exterior wrap – (Sonny Merryman responsibility)
5. Paint – (Sonny Merryman responsibility)
6. Seats – (black vinyl seat covers) – N/A (Standard conversion item)
7. Manual in-floor ramp – Not currently available
8. Safety Tec Package (Chrysler code AC5) – Not available on supplemental Chrysler Voyager LX chassis.

Conversion completion/delivery to SMI will be approximately 120-150 days from receipt of order/chassis.

Regards –

*Scott Alexander*

Scott Alexander, Associate Director - Commercial Inside Sales

 Delete  Archive  Report  Reply  Reply all  Forward  Read / Unread

## Re: Price Increase Request - Contract: CTR005605-3 - Vehicle: ADA Lowered Floor Minivan



DIVISION OF PURCHASES AND SUPPLY  
1111 E Broad Street  
Patrick Henry Bldg. 6th Floor  
Richmond VA 23219  
804-786-4068

**From:** Mark Roberts <mroberts@sonnymerryman.com>

**Sent:** Wednesday, August 16, 2023 1:26 PM

**To:** Copeland, Pamela (DGS) <Pamela.Copeland@dgs.virginia.gov>

**Subject:** Price Increase Request - Contract: CTR005605-3 - Vehicle: ADA Lowered Floor Minivan

Good Afternoon Pam,

We received a price increase last week from Braunability, the manufacturer of the lowered floor minivan we have on Virginia State Contract: CTR005605-3. I have attached the letter we received requesting a per unit increase of \$2,824.00 for the conversion. They have sold all the 2022 model year vans they had and will now be providing 2023 model year vans. The new price (see below) will last until the end of the current contract term on 11/30/2023 and perhaps beyond. We will get as many as we can to cover anticipated, and future, orders.

The carrying costs for Sonny Merryman, Inc. (from our purchase of the van until final payment by DRPT or the end user) have gone up significantly since the last increase due to rising interest rates. And lastly, the cost to complete pre-delivery inspections at Sonny Merryman, Inc has increased since the last renewal.

We are requesting a new per unit contract price of \$70,276.00 (total increase of \$3,828.00). The option prices have increased as well and are included on the attached revised Order Prep Sheet.

We are expecting a significant number of orders for this vehicle from DRPT funded properties and other transit agencies. If the increase is allowed, we will receive an allotment of 2023 model year vans enabling us to satisfy the expected incoming orders. We may also be able honor the requested price beyond the contract anniversary date if, as expected, we are allotted additional chassis by Braunability. We plan to get as many vans as we can to cover additional orders if received.

Thank you for your consideration of our request and please let me know if you need additional information.

Sincerely,

Mark Roberts



**Mark D. Roberts**  
Senior Vice President, Chief Operating Officer

Vehicle Configurator	DPS Contract #	CTR005605 (E194-87443)	eVA Commodity: ADA Lowered Floor Minivan - 2022 Chrysler Voyager - eVA Vendor: Sonny Merryman (eVA CUST # C12391)	Order Code	UNIT PRICE	VEHICLE CONFIGURATION - 1st VEHICLE ENTER ORDER QUANTITY (QTY) IN YELLOW COLUMN ONLY.	VEHICLE CONFIGURATION - 2nd VEHICLE ENTER ORDER QUANTITY (QTY) IN YELLOW COLUMN ONLY.	VEHICLE CONFIGURATION - 3rd VEHICLE ENTER ORDER QUANTITY (QTY) IN YELLOW COLUMN ONLY.
2023 Chrysler Voyager				CVBC	\$70,276	\$	\$	\$
Additional Delivery Charges (Note: 50 Miles are included in the base price of each vehicle.) Only enter miles in excess of 50. This spreadsheet will auto calculate the excess mileage times the qty of vehicles ordered per column.								
<b>OPTIONS</b> 2- Passenger foldaway seat for middle seat position - increases ambulatory capacity to six (6) passengers plus driver (Standard) Additional standard wheelchair securement (QRT 360) Q-Strait QRT 360 restraints versus standard (two) (Included in base price) Rear ramp wheelchair accessibility - Two wheelchair position (to include two single foldaway seats in second row) Rear ramp wheelchair accessibility - One wheelchair position (to include a three-passenger bench seat in second row) Exterior wrap (partial, no windows) Exterior wrap (Full wrap, includes windows) PAINT - re-produce transit system paint scheme in vinyl Vinyl seats (Standard) RAMP - In-floor side mounted manually operated wheelchair ramp versus standard swing-out ramp. Low angle in-floor ramp deployed and stowed under the vehicle floor by means of a durable handle mounted on the forward front edge of reamp. (Price to be determined at a 10% discount off MSRP)								
				ORDERING CODE	Contract Price			
				2PFWMS	STD			
				ADDQRT360	\$770.00			
				QRT360	STD			
				RRWA2	-\$1,695.00	\$	\$	\$
				RRWA1	-\$1,695.00	\$	\$	\$
				EWP	-\$4,515.00	\$	\$	\$
				ERF	-\$5,250.00	\$	\$	\$
				PSIV	-\$2,730.00	\$	\$	\$
				VSVS	STD			
				IFSMR N/A at present	N/A			
				STP N/A for late production MV2022	N/A			
				2AKF	\$600.00	\$	\$	\$
				WUEG	Contact Dealer	\$	\$	\$
<b>Total Cost for Each Base Vehicle Plus Options</b>								
						\$	\$	\$

Grand Total for Order  
#VALUE!

Enter Color and Other Information or Instructions in Yellow Block to the Right (as needed) ----->



NEW VEHICLE ORDER FORM - TESCO  
Modified Mini-Van  
4 Years/100,000 Miles



**Instructions:** (1) Complete sections I & II. (2) For sections III and IV, simply type in the quantity and the form will automatically calculate costs. (3) For section V (local options), type in the quantity, item descriptions, and unit prices as the form will automatically calculate costs. (4) Sign and date the form in section VII. (5) Submit completed and signed form to the vendor. (6) Once new bus is received and accepted, a copy of this completed form shall be submitted to MDOT with payment request (see *State Vehicle Purchasing Program Guidelines*).

I - Contact Information		E-mail:	
Transit Agency Name:		State Vehicle Contract No.	22000000793
Contact Name:		Vendor Name	TESCO
Phone Number:		Vehicle/Body Manufacturer	FR Conversions
II - Contract, Funding, and Vehicle Information			
Program:			
Agency Contract No.			
Chassis/ Manufacturer	Chrysler Voyager		
Vehicle Color Base:	<input type="checkbox"/> White		
Vehicle Color Top:	N/A	Stripping Color:	<input type="checkbox"/> Woodgrain
Seating Color (Select one):	Fabrick & Vinyl: <input type="checkbox"/> Black	Flooring Color (Select One):	
III - Base Vehicle Floor Plans			
Qty	Description	Price Each	Total Price
A	3 + 2 passenger vehicle, side ramp, vinyl seats	\$70,131.40	\$0.00
B	3 + 2 passenger vehicle, side ramp, cloth seats	\$70,131.40	\$0.00
C	3 + 2 passenger vehicle, rear ramp, vinyl seats	\$60,796.00	\$0.00
D	3 + 2 passenger vehicle, rear ramp, cloth seats	\$60,796.00	\$0.00
Base Vehicle Totals			\$0.00
IV - Contract Options			
Qty	Contract Options	Price Each	Total Price
1	Swing-away Side Entry Ramp - Not Available	\$0.00	\$0.00
2	Paint - 3" stripe	\$276.00	\$0.00
3	Foldaway rear seat foot rest - STANDARD	\$0.00	\$0.00
4	Donation Box	\$201.00	\$0.00
5	Additional Wheelchair Occupant Securement Belt	\$606.00	\$0.00
6	2 Passenger Foldaway seat - Side Entry	\$1,739.00	\$0.00
7	Two Way Radio Prep	\$439.00	\$0.00
8	Video Surveillance System	\$2,891.00	\$0.00
9	Textile Protective Barrier	\$251.00	\$0.00
10	Video Surveillance Prep	\$451.00	\$0.00
11	2 Simple Passenger Cumulative Seat - Rear Entry Only	\$1,855.00	\$0.00
Contract Options Total		\$0.00	\$0.00
Base + Contract Option Subtotal		\$0.00	\$0.00
V - Non-Specified Alternate Options (Paid with Federal/State)			
Qty	Enter Item Description Below	Enter Unit Price Below	Total Price
1	Alt. Video Surveillance - Four Camera System	\$2,891.00	\$0.00
2	Decals Branding - Limit \$3,000	\$0.00	\$0.00
3	Two-way Radio	\$0.00	\$0.00
Reimbursable Options			\$0.00
VI - Non-Specified Local Options (Paid 100% Locally)			
Qty	Enter Item Description Below	Enter Unit Price Below	Total Price
1		\$0.00	\$0.00
2		\$0.00	\$0.00
3		\$0.00	\$0.00
Non-specified Alternate and Local Options (Paid 100% Locally) subtotal		\$0.00	\$0.00
Total (Base + Contract Options + Alternate Options + Local Options)		\$0.00	\$0.00
Optional: Administrative Fee		Not to exceed:	
		\$0.00	
Grand Total			\$0.00
VII - Comments/Special Instructions (Attach a separate sheet if more space is needed)			
VIII - Authorization			
Authorized Signature:		Date:	
Footnotes			

## 5-2MV

Five (5) passenger, one (1) driver, modified minivan with two (2) wheelchair spaces with ramp and one (1) two-passenger flip seat.

Contract Number	<a href="#">4400020163</a>	Make	Braun	Floor Plan	Braun Chrysler RT ADA Entervan CV
Line Number	1	Model	Entervan	Part Number	35268
Passengers	5	GVWR	6,050 Lbs.	Overall Length	202.5"
Wheelchair Spaces	2	Wheelbase	121.2"	Delivery	150 Days
<b>Vendor Information</b>					
Vendor Contact	Micah Bailey	Vendor Name	Creative Bus Sales, Inc.		
Vendor Phone	469-333-8909	Vendor Address	4955 W. Northgate		
Vendor Fax	469-333-8918	City, State, Zip Code	Irving, TX 75062		
Vendor Email	<a href="mailto:Mbailey@CreativeBusSales.com">Mbailey@CreativeBusSales.com</a>	Vendor Number	310128664		
<b>Vehicle Information</b>					
Chassis	Dodge Voyager	Digital Video System	2-Camera Vulcan Series V6X3		
Engine:	3.6L				
Transmission:	Automatic				
Headroom	61"				
For complete specifications, click on the contract number above and then "Show Additional Attachments".					
Options Available, See Published Option Sheet					
<b>Base Vehicle Price (F.O.B. Baton Rouge)</b>				<b>\$72,215.00</b>	
Price includes Louisiana Transit Decals, DEQ waste tire fees, and Contract Administrative Fee (0.35% of the vehicle price including options).					
Warranties: 3 years/36,000 mile limited 5 year/100,000 mile powertrain					