

## Colmenares, Igor

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**From:** Mercier, Eric <eric.mercier@doas.ga.gov>  
**Sent:** Thursday, March 17, 2022 11:18 AM  
**To:** jj.zhang@byd.com  
**Cc:** diana.zhang1@byd.com; Maria.mendoza1@byd.com  
**Subject:** RE: Georgia Contract [99999-001-SPD0000138-0008] - Price Adjustment Request - 2.22.2022  
**Attachments:** Copy of BYD Mass Transit Electric Pricing 2022.xlsx

Hi JJ,

This is approved. I have removed the other supplier from your price book and posting the attached copy.

Eric Mercier, GCPA, GCPM  
Contract Management Specialist  
State Purchasing  
[Georgia Department of Administrative Services](#)  
200 Piedmont Avenue, S.E.  
Suite 1308, West Tower  
Atlanta, Georgia 30334-9010  
(404) 463-1540  
[Eric.Mercier@DOAS.Ga.Gov](mailto:Eric.Mercier@DOAS.Ga.Gov)

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**From:** jj.zhang@byd.com  
**Sent:** Friday, March 4, 2022 5:45 PM  
**To:** Mercier, Eric  
**Cc:** diana.zhang1@byd.com; Maria.mendoza1@byd.com  
**Subject:** FW: Georgia Contract [99999-001-SPD0000138-0008] - Price Adjustment Request - 2.22.2022

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Hi Eric,

Happy Friday!

I noticed you were out of the office last week. I just want to follow up with you regarding the contract price adjustment request. Details are attached in the email. Please let me know if you have any questions or comments, and we can discuss further. Thank you!

Regards,



JJ Zhang / Contract Administrator

BYD Motors 

1800 S Figueroa St, Los Angeles, CA 90007  
O: (213) 748-3980  
M: (213) 284-2526

**From:** [jj.zhang@byd.com](mailto:jj.zhang@byd.com)

**Sent:** Tuesday, February 22, 2022 4:46 PM

**To:** 'eric.mercier@doas.ga.gov'

**Cc:** [diana.zhang1@byd.com](mailto:diana.zhang1@byd.com); [Maria.mendoza1@byd.com](mailto:Maria.mendoza1@byd.com)

**Subject:** Georgia Contract [99999-001-SPD0000138-0008] - Price Adjustment Request - 2.22.2022

Dear Eric Mercier,

Hope this email finds you well!

We would like to propose a new price adjustment for the Georgia Contract [99999-001-SPD0000138-0008] since the last price update in Feb, 2021. Please see proposal as follow.

1. A 7.47% (BLS, WPU1413, PPI, 1/1/2021-12/1/2021) increase to all models and options.
2. Modification to K7M.
  - a. K7M 197 kWh is discontinued, upgraded to K7M 215 kWh.
  - b. Price increase from \$504,474 to \$630,000. Reasons for the price adjustment:
    - i. Battery capacity upgrade.
    - ii. Vendor cost increase. Lots of vendors have notified BYD on price increase starting 2022 (Mostly around 5% - 15%). Vendor letters can be provided upon request.
      1. For reference:

Vendor Name	Material description	Percent
USSC	Driver Seating	15.00%
USSC	Fogmaker Fire Suppression	12.00%
Vapor	All	7.70%

- iii. Tariff 301 – increased to 25%  
[Section 301 Tariffs: A Comprehensive Guide \(usacustomsclearance.com\)](https://www.usacustomsclearance.com/section-301-tariffs-a-comprehensive-guide)
- iv. Logistic Cost Increase - since pandemic started in early 2020
  1. Domestic logistics –40% increase  
[Producer Price Index by Industry: General Freight Trucking, Long-Distance Truckload \(PCU484121484121\) | FRED | St. Louis Fed \(stlouisfed.org\)](https://www.fred.stlouisfed.org/producer-price-index-by-industry-general-freight-trucking-long-distance-truckload-pcu484121484121)
  2. Ocean shipment – 590% increase  
[Freight Rate Index / Freightos Baltic Container Index](https://www.freightos.com/freight-rate-index/)

3. Modification to C10M
  - a. Add a page for C10M – Non-FTA compliant.
  - b. Add an option for “Upgrade to 646 kWh Nameplate / 581 kWh Usable Capacity - \$139,000.00”

Please let us know if you have any questions.

Regards,



**JJ Zhang** / Contract Administrator

**BYD Motors** SEP

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