

SINGLE SOURCE SUPPLIER JUSTIFICATION SHEET

DATE: 05/12/2026

PURCHASE ORDER NUMBER: TBD

SUPPLIER NAME: Vermeer

DESCRIPTION OF MATERIAL AND/OR SERVICES: Sole Source Justification for Vermeer Manufacturing Company OEM Parts.

Required Items: Genuine OEM Replacement Parts and Specialized Maintenance Components.

Justification for Sole Source

Vermeer equipment is engineered with proprietary technology and precision-manufactured components. The use of non-OEM (aftermarket) parts poses the following risks:

Proprietary Design: Many Vermeer components, such as the Smart Feed system or specialized cutter drums, involve patented designs that are not legally or technically reproducible by third-party manufacturers.

Safety Standards: Vermeer parts are tested to meet specific ISO and ANSI safety ratings. Third-party substitutes lack the rigorous stress-testing required for high-torque industrial applications.

Authorized Distribution: Vermeer operates through a protected dealer network. In our region, Vermeer Mountain West is the only factory-authorized source for these specific components.

Market Research

A review of alternative suppliers indicates that while "will-fit" parts exist for basic consumables (like bolts or generic filters), they do not meet the exact metallurgical specifications or tolerances required for.

Off-brand dealers do not have a direct supply chain with the branded factory. To fulfill your order, they must:

- Purchase the part from an **Authorized Dealer** at near-retail prices.
- Apply an additional **secondary markup** (typically 15–30%) to ensure their own profit margin.
- **Result:** The end-user pays two profit margins on a single component.

Conclusion

To ensure operator safety, maximize machine uptime, and maintain the trade-in value of the asset, it is necessary to procure these parts exclusively from the authorized Vermeer dealer.