

**CITY OF CAPE CORAL**  
**REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE**

Requesting Department: Utilities Collection and Distribution

Vendor Name: Vermeer Southeast

Address: 2231 Flint Dr., Ft. Myers, FL 33916

Phone: 239-337-5900 E-Mail: kshortridge@vermeersoutheast.com

Price: \$ 8,277.83

Description of item to be procured:

1. 1 New VPT Vermeer Piercing Tool Quoted at \$5,655
2. Repairs and parts to an existing City-owned VPT300 Vermeer Piercing Tool including:  
-Parts \$1,888.1, Labor \$640.00, Miscellaneous \$94.72 for a total repair cost of \$2,622.83

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:


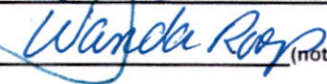
Vermeer Southeast is the only authorized regional dealer and service provider for Vermeer Equipment in our area. Their technicians are certified to perform repairs using OEM parts, which is necessary to maintain warranty compliance and ensure safe operation of this specialized equipment. Supporting Documents: Vendor Single Source Letter

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

For repair of city owned VPT300 Vermeer Southeast is the authorized distributor of parts and service. The Vermeer Piercing tool can purchased/serviced/repared locally. Vermeer Piercing Tool have been consistently used by our department with a demonstrated record of performance, reliability, and support. VPT 300 is fully compatible with our existing Vermeer systems and pneumatic tools, reducing the need for operator retraining or tool modification.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

As technology advances in this field, we will continue to research companies and equipment that have the capability of meeting our departmental needs. Research would include cost, specifications, and reliability.

Department Director's Signature:  Date: 7/22/25  
Approval: Procurement Manager  (not to exceed \$50,000.00) Date: 7/22/25  
Approval: City Manager \_\_\_\_\_ (not to exceed \$100,000.00) Date: \_\_\_\_\_

Council authorization required if exceeding \$100,000.00



**Vermeer<sup>®</sup>**  
**SOUTHEAST**

**Vermeer Southeast Sales & Service**

**428 Ocoee Apopka Road, Ocoee, FL 34761**

**PHONE: 407-295-2020**

**Serving the Southeast.....since 1967**

**[www.vermeersoutheast.com](http://www.vermeersoutheast.com)**

July 01, 2025

To whom it may concern,

For over 55 years, our company has served the Southeast with equipment, parts, and service solutions for the Vermeer Product groups. Our Corporate office is in Ocoee, FL with locations throughout Florida, Georgia and Alabama.

In the state of Florida, we are the sole provider for Vermeer pneumatic piercing tools, that include the Vermeer VPT300.

As the only authorized dealer of Vermeer Equipment for Florida, Georgia, and Alabama we consistently strive to provide Service and Support that empowers our customers to reach their full potential. We will be truthful, do the right thing, and treat people fairly and through this we hope to build trusting relationships through quality, performance, and consistent effort.

Mark Miller  
Dealer Support  
Vermeer Southeast Sales & Service, Inc