

ATTACHMENT 1



CITY OF OVIEDO FLORIDA

400 ALEXANDRIA BLVD • OVIEDO, FLORIDA 32765 • 407-971-5641 • FAX 407-971-5822

WWW.CITYOF OVIEDO.NET

MEMORANDUM

TO: Bryan Cobb, City Manager
FROM: David Pardo, Operations Manager
VIA: Bobby Wyatt, Public Works Director
DATE: June 14, 2023
SUBJECT: Sandbag Filling Machine

[Handwritten signature of David Pardo]
6/14/2023

Public Works Operations Staff recommend purchasing a sandbag filling machine for the current hurricane season. Staff's researched various machines and found that possessing a dedicated sandbag machine will increase productivity and efficiency during storm preparation efforts. Staff determined that the Ultimate Bagger produced by The Sandbag Store out of Las Vegas, Nevada is the best option for procurement based on unit configuration, operational safety, diversity of materials, and bagging efficiency.

The Ultimate Bagger can fill up to 1,200 bags per hour. It can bag a variety of materials including, but not limited to, dry sand, wet sand, soil, gravel, mulch, and stone. Agitators, patented flow control, and dynamic vibration control allow for bagging difficult products such as wet, sticky sand or soil. The unit is self-powered. Its compact design allows for easy transport to any location within the City. The filling system accurately fills multiple size bags at a consistent weight while displaying real-time production operator for the operator. Staff recommends purchasing the Ultimate Bagger to ease and increase sandbag production during storm preparation.

Staff recommends purchasing the Ultimate Bagger as a sole source procurement from Sandbag Store, LLC. Sandbag Store, LLC is the parent company of Burcham Baggers, LLC, and owns all patents, trademarks, and all other rights to the Ultimate Bagger. Sandbag Store, LLC does not use distributors, only offering the Ultimate Bagger through its website. As such, Sandbag Store, LLC is the sole source for Ultimate Baggers.

The City's Purchasing Policy requires City Manager approval for sole source procurement over \$10,000. Therefore, staff requests your approval to procure an Ultimate Bagger from Sandbag Store, LLC as a sole source procurement. Please execute this request and reroute back to me so

that Staff may coordinate this purchase with the Purchasing Administrator and Finance Department. A City Council agenda item may be necessary for the use of fund balance and will be processed accordingly as part of an upcoming scheduled meeting agenda. Thank You.

Approved:



Bryan Cobb, City Manager

- Attachments:
1. Sole Source Letter from Sandbag Store, LLC
 2. Ultimate Bagger Specification Sheet
 3. Quote from Sandbag Store, LLC



May 26, 2023

City of Oviedo
David Pardo
1651 Evans St
Oviedo, FL 32765

Dear David,

Please use this letter to assist with your diligence efforts to ensure price reasonableness on the Burcham Bagger sandbag machines.

Sandbag Store LLC is the parent company of Burcham Baggers LLC, and owns all patents, trademarks, and all other rights to its intellectual property including the full production of Ultimate Bagger filling machines. Additionally, Sandbag Store LLC does not use distributors, offering products directly to the public via our website, www.sandbagstore.com. As such, we are the sole source for Ultimate Baggers.

Ultimate Baggers are sold online throughout the year on a published pricing model. These machines are priced the same for all buyers, with the only available discount being for volume purchases at truckload quantities (9+ units).

Our lack of distributors is intentional. As sandbags and sandbag filling is often conjoined to emergency management and disaster preparedness, a long supply chain does not provide the accountability or speed-of-service that our customers seek. Selling our goods directly to the end user provides the shortest possible supply chain and helps ensure our buyers get the support they need at the critical times they need it. This direct selling strategy naturally leads to lower overall pricing to the buyer as well.

We are honored to be working with City of Oviedo! Should you need anything further, please do not hesitate to call my office or email me directly.

Respectfully,

Chris Haas
President, Co-Founder
Sandbag Store LLC

ULTIMATEBAGGER

\\ COUNT ON IT

OPERATOR'S MANUAL

**Safe Operation • Setup • Operation Maintenance
Service • Troubleshooting • Warranty**



! WARNING

**READ AND FOLLOW ALL SAFETY RULES AND INSTRUCTIONS IN THIS MANUAL
BEFORE ATTEMPTING TO OPERATE THIS MACHINE.**

FAILURE TO COMPLY WITH THESE INSTRUCTIONS MAY RESULT IN PERSONAL INJURY

2742 Abels Lane ■ Las Vegas, NV 89115



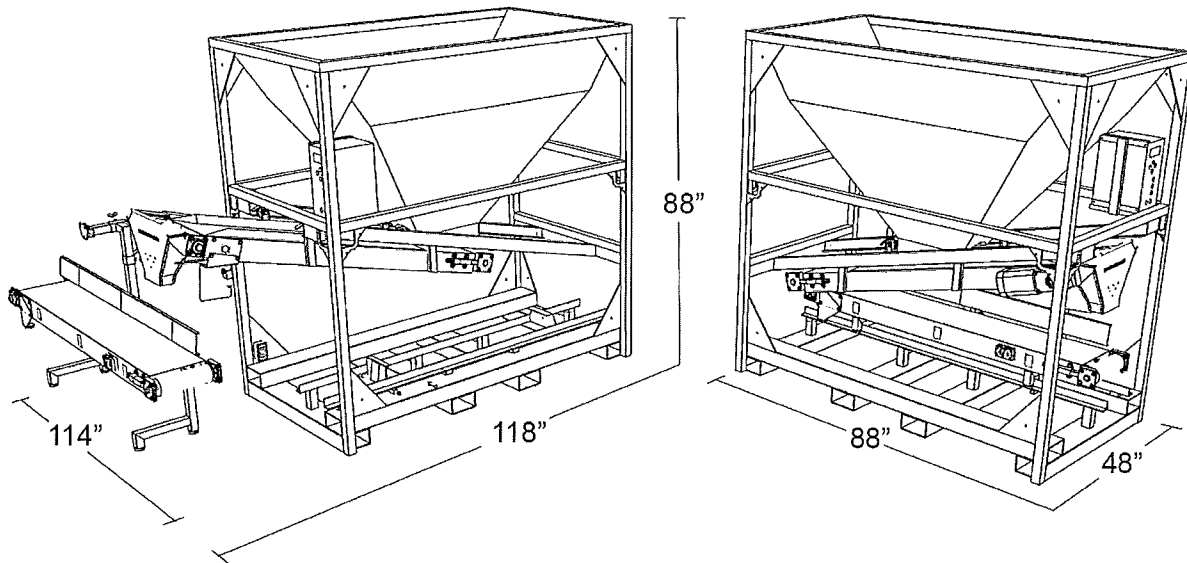
(800) 550-1235 ■ www.sandbagstore.com

2019 ULTIMATE BAGGER SPECIFICATION SHEET

DIMENSIONS

DEPLOYED

PACKED



SPECIFICATION	STOCK	UPGRADE (OPTIONAL)
WEIGHT LB (KG)	1896 LB (933 KG)	SELF PWR - +TBD LB STANLS STL - +TBD LB
PART NUMBER	TE12ST	STAINLESS STEEL/EXTERNAL POWER: TE12SE STAINLESS STEEL/SELF POWER: TE12SP STANDARD STEEL/SELF POWER: TE12RP
CONSTRUCTION	SHEET METAL: 10 GA STEEL FRAME VERT: 2 X 3/16" SQR TUBE FRAME CROSS: 2 X 1/8" SQR TUBE FRAME BASE: 7 X 4" 4-WAY FORK TUBE RETRACTABLE FEEDER BELT COLLAPSIBLE BAG CLOSING BELT	SHEET METAL: 10 GA STAINLESS STEEL
MOTOR	FEEDER BELT: 1/2 HP HYPOID DRIVE ELECTRIC GEAR MOTOR BAG CLOSING BELT: 1/5 HP HYPOID ELECTRIC GEAR MOTOR	ON-BOARD GENERATOR: TBD ON-BOARD AIR COMPRESSOR: TBD
POWER/AIR REQUIREMENTS	POWER: 120V 15A SINGLE OUTLET AIR: 4 CFM @ 120 PSI (MINIMUM)	POWER: 240V 50/60 HZ
CONTROLS	CYCLE ACTIVATION: ADJUSTABLE PROXIMITY TOUCH SWITCH LOGIC: ON BOARD MICROCONTROLLER WITH 10 BUTTON INTERFACE AND LCD. ADJUSTABLE CONTROLS: <ul style="list-style-type: none"> • BAG FILL LEVEL • CLAMP HOLD TIME (TRICKLE DELAY) • AGITATOR SELECTION & RUN TIME • PALLET COUNTER W/ALARM 	
VIBRATION	DUAL 5000 LB FORCE AGITATORS WITH ADJUSTABLE FORCE AND DYNAMIC RUN-TIME CONTROL	



Sandbag Store LLC
2752 Abels Ln
Las Vegas, NV 89115
O: 800-550-1235
F: 702-202-3820
www.sandbagstore.com

Quote

Number	Date
16645B	5/25/2023

Customer: City of Oviedo
David Pardo
407-971-5679
dpardo@cityofoviedo

FOB: TBD
Oviedo, FL 32765

Terms: IMMEDIATE

P.O. No:

Item Code	Description	Quantity	UOM	Price Each	Total
TE12RP-A	Ultimate Bagger, with 2 Yard 10 GA Standard Steel Hopper, Sewing Table, Digital Controls, Air Compressor, Pneumatic Bag Clamps, Generac 8000w Generator, Dual Agitators, Sewing System, 1M Bag Warranty	1	unit	46,100.00	46,100.00T
Free LTL Shipp...	Free standard LTL freight shipping in the continental U.S. Please let us know if you have a forklift and/or Truck Height Loading Dock and the Receiving Hours.			0.00	0.00

The Sandbag Store

American Made • Veteran Owned

This pricing is valid for 30 days from the date on this document. Payment: Net 30 terms account available on approved credit. We also accept all major credit cards. Refer to our website for shipping and return policies.

Subtotal	\$46,100.00
Sales Tax (0.0%)	\$0.00
Total	\$46,100.00