

From: [City of Ocala - Contracting Officer](#)
To: [Christina M. Guy](#); [Shayatta J. Roberts](#); [Daphne Robinson](#); [Megan Dugan](#); [Contracts](#); [Eileen M. Marquez](#); [Louis Joseph](#); [Ashley Presley](#); [David C. Williams](#); [Patricia Lewis](#)
Subject: Your policy exception has been approved.
Date: Thursday, January 15, 2026 1:42:35 PM

Your policy exception has been **approved**.

Approval Comments: drobinson@ocalafl.org

This procurement exception is approved as best value. Pursuant to Procurement Policy PRO-060, goods or services with an aggregate contract value of \$50,001 to be procured by a publicly advertised competitive solicitation process unless waived by the Procurement and Contracting Officer in response to the using Department's exception request. Here, the Recreation and Parks has an ongoing need for efficient and reliable sandbag production for emergency events. Market research conducted by the Facilities Department has revealed that proceeding with the lowest-cost option may not be in the City's best interests. Facilities has informally solicited quotes for sand bag machines from three responsible and viable vendors, namely: (1) The Sandbag Store (\$93,400); (2) The Sandbagger, LLC (\$59,172); and (3) The Bag Lady, Inc. (\$57,050). Facilities has provided a memorandum in support of proceeding with the highest priced vendor, The Sandbag Store, which reveals that Proceeding with the lower priced options would not afford the City best value. After considering same, the Procurement and Contracting Officer agrees with this assessment. Neither option have automated conveyor belts and at least one lacks a built in generator. These omissions will result in a decrease in productivity and utility because not only will employees have to manually remove bags, but the machines will not be functional should the City experience a power outage during the emergency event for which the commodity is eing purchased. One option also requires five employees to utilize compared to the automated functionality of the option offered by the Sandbag Store. Accordingly, the product offered by The Sandbag Store provides the City with the best overall outcome when considering quality, functionality, and long-term value. Please submit a requisition so that a Purchase Order can be generated which contains the City of Ocala's terms and conditions. Please also schedule for a Council agenda. Please ensure that this exception approval is attached in Munis, to the Requisition, and the Agenda Item.



Procurement/Contract/P-Card Exception

Select exception type:

Procurement

Reason for procurement exception:

Policy Exception for Best Value/Approach

Enter a brief description of your exception request:

Fleet is requesting an exception to purchase an Ultimate Bagger for Recreation & Parks. Currently, the department has a Sandbagger unit and has identified several operational concerns. The equipment requires multiple personnel to operate, is labor intensive, and presents safety concerns due to the physical demands associated with lifting and handling filled sandbags.

In contrast, the department attended a live demonstration of the Ultimate Bagger and received direct user feedback. Staff reported that the unit exceeded expectations, significantly reduced labor demands, incorporated multiple upgrades not available on other brands, and required fewer personnel to operate the system. Please see the attached memo.

Attach all documents related to the exception that can assist the Contracting Officer's decision.

[Megga Bagger MB-1A with spec.pdf](#)
[The Sandbagger.pdf](#)
[Ultimate Bagger.pdf](#)
[Policy Exception - Ultimate Bagger .pdf](#)

Department

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jking@ocalafl.gov

Who authorized requesting this exception?

John King



MEMORANDUM

December 23, 2025

To: Procurement /Contracting
From: John King
Subject: **Policy Exception for Best Value/Best Approach – Ultimate Bagger**

This request seeks approval to purchase two Ultimate Baggers from Sandbag Store LLC for the Recreation and Parks department for \$93,400. This equipment is essential for the department's emergency preparedness and disaster response.

Emergency Preparedness Considerations:

During emergency events such as hurricanes, flooding, and other natural disasters, the department must be able to rapidly and reliably produce sandbags with minimal staffing and limited infrastructure. Equipment used for emergency response must be capable of operating efficiently under time-sensitive and potentially power-limited conditions. Any limitations in automation, power availability, or staffing requirements directly impact the City's ability to protect critical infrastructure and public safety.

Justification:

The Sandbagger and the Megga Bagger MB-1A have several limitations:

- Both lack an automated conveyor belt, slowing production as operators must manually remove bags.
- The Sandbagger lacks digital controls, reducing precision and efficiency.
- The Megga Bagger MB-1A has no built-in generator or alternative power supply, compromising reliability in emergencies.
- Both systems require additional equipment purchases for a sewing table and pneumatic components.
- Warranty coverage is shorter or unspecified, increasing maintenance risk.
- The Sandbagger needs at least five personnel to operate, which is impractical given staffing constraints.

Best Value Proposition:

A thorough evaluation was conducted to compare various sandbagging equipment, considering factors such as efficiency, emergency preparedness, staffing requirements, reliability, and total lifecycle costs. Although alternatives like The Sandbagger and Megga Bagger MB-1A are less costly, they fail to meet essential criteria. The Ultimate Bagger distinguishes itself with its advanced design, integrated digital controls, automated conveyor system, and comprehensive sewing and pneumatic systems, achieving higher production rates with fewer personnel.

Furthermore, the Ultimate Bagger's built-in generator and alternative power capabilities ensure continuous operation during power outages and emergency field deployments, thereby supporting the City's disaster response and continuity of operations. Considering reduced labor needs, enhanced reliability, and avoided costs associated with additional equipment and downtime, the Ultimate Bagger represents the best overall value and is recommended for procurement in the best interest of the City.

Conclusion:

The Sandbagger and Megga Bagger MB-1A do not fulfill the department's operational requirements. The Ultimate Bagger offers the essential functionality, automation, power options, and staffing efficiency necessary for reliable operations. Approval of this exception will enable the department to procure equipment that supports mission-critical activities.