



February 11, 2025

City of Deltona
Benjamin Sutherland
Inventory Clerk
201 Howland Blvd
Deltona, FL 32725

Dear Benjamin,

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 the City of Deltona! 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