



CITY OF WASHINGTON, ILLINOIS

City Council Agenda Communication

Meeting Date: September 20, 2021

Prepared By: Brian Rittenhouse – Utilities Superintendent
Kevin Schone – Public Works Director

Agenda Item: CCTV Camera Van Retro Fit Purchase Consideration

Explanation: This fiscal year's budget allows for replacement of the CCTV Camera for televising of sanitary sewers. Staff advertised the bid opening on August 20, 2021 and bids were opened on September 2, 2021 with the results of the bids shown below.

Coe Equipment (Aries) \$97,984.31
EJ Equipment (Cues) \$131,641.25

As you can see Coe Equipment is the **initial** low bid.

Fiscal Impact: \$150,000.00 has been budgeted in account #502-000-800-1500.

Recommendation/

Committee Discussion Summary: The City currently has an Aries Camera housed in a 2011 E350 box van, both purchased in 2011. The CCTV camera is 10 years old now, however the van itself is in very good shape with low miles. Staff decided to seek bids to replace just the transporter unit (camera) and software.

Below are the initial bids, the cost of yearly support, and the total cost over 10 years.

Company	Bid Amount With Trade	Yearly Software Support	Total Cost Over 10 Years
COE Equipment	\$ 97, 984.31	\$ 5,540.00	\$ 153,384.31
EJ Equipment	\$ 131,641.25	\$ 1,250.00	\$ 144,141.25

As you can see, Aries total cost of ownership is greater than Cues over the expected life of the camera. EJ Equipment owns the rights to the software, reducing cost and improving service by having any maintenance done by EJ's staff and not being performed by a third-party vendor.

We have seen an increase in camera breakdowns with the Aires camera, most recently in February of 2021, June of 2020 and December of 2019. Each costing \$2,000 to \$3,000 in repairs and downtime. The camera is in need of repair currently, but being so close to purchasing a new unit, staff is trying to get by to save the repair cost.

Staff checked references with the Greater Peoria Sanitary District and Hoerr Construction, both having multiple Cues units with Hoerr indicating they have 12 trucks and around 50 camera units, about their experience with their Cues Cameras and both say they are impressed with the Cues units. Hoerr also

indicated they would be able to offer support if needed. Hoerr's stock 80% of parts in their shop and would utilize the same software, which is a benefit as they do a lot of work televising and CIPP lining for the city.

Having used the Aries camera for the past 10 years, seeing other camera equipment in the field, and hearing positive feedback about Cues, staff recommends EJ Equipment for purchase of a Cues Camera.

Action Requested: Approval to award EJ Equipment the CCTV Camera Van Retro Fit not to exceed the budgeted amount of \$150,000.00