

**SANTA YNEZ COMMUNITY SERVICES DISTRICT**  
**MEMORANDUM**

**TO:** Board of Directors  
**FROM:** Loch Dreizler, General Manager  
**DATE:** March 19, 2025  
**SUBJECT:** Purchase the Iris Mainline Sewer Camera for approximately \$49,000

**Proposed Motion / Recommendation**

The motion is to approve the purchase of an Iris Mainline Camera for about \$49,000, including tax, shipping costs, and a 10% contingency.

**Policy Implications**

ORDINANCE NO. O-17-02: The District Manager shall have the authority to make expenditures of \$25,000 or less without the prior approval of the Board of Directors. Equipment purchases greater than \$25,000 require Board approval.

**Fiscal Implications**

- The initial cost, including tax and shipping, will be approximately \$49,000
- The District must consider the long-term value of equipment and its impact on asset management. The District will depreciate this equipment over a 10-year lifespan.

**Alternatives Considered**

Do not purchase a new camera

**Recommendation**

The Iris Mainline Camera is recommended for the Santa Ynez CSD based on the comparative analysis. It offers the lowest depreciation cost, practical usability for our crew size, the fastest ROI, cost savings over contracted work, and dependability. It is manufactured in the USA. The initial investment of \$49,000 is expected to pay for itself within 3 to 4 years and save the District \$150,000 over 10 years compared to estimated contracted services.

**Discussion**

The last camera the District purchased was in 2024, over twenty years ago, twice the lifespan of standard depreciation. It is outdated technologically, longer and heavier than today's cameras, and parts are no longer available.

The Staff recommends purchasing the Iris Mainline Camera for sewer infrastructure inspection and maintenance. This report provides a comparative analysis of the Iris Mainline Camera against two competing systems—the Aries Voyager (the same manufacturer of our previous camera) and the industry-popular Envirosight Rover focusing on depreciation, practical use, return on investment (ROI), cost savings over contract work, dependability, and whether the equipment is manufactured in the USA. Based on the analysis, the Iris Mainline Camera offers the best balance of cost-effectiveness, durability, and functionality for the District's needs.

Currently, the District relies on a combination of outdated equipment and contracted services for inspections. A modern mainline camera system must ensure that some operations remain in-house.

### Three systems were evaluated:

1. **Iris Mainline Camera:** Priced at about \$49,000 and with a 10-year lifespan, the annual depreciation is \$4,900. The Iris system includes a modular design, allowing for affordable upgrades (e.g., camera heads and software updates) without replacing the entire unit, extending its usable life beyond the standard depreciation schedule.
2. **Aries Voyager:** Priced at just under \$110,000, with a 10-year lifespan, the annual depreciation is \$10,100. While durable, its less modular design means higher replacement costs as components age.
3. **Envirosight Rover:** At \$70,000 (likely a low number), It has a 10-year lifespan and an annual depreciation of \$7,000. The Envirosight representative did not provide a written quotation. However, online public documents indicated a base price of about \$70,000 for accessories. Fortunately, other factors besides the price made this a less likely option.

### Practical Use

The District's sewer lines range from 6 to 15 inches in diameter and have varied conditions (e.g., root intrusion, grease buildup). The camera system must be versatile, user-friendly, and capable of operating in challenging environments.

1. **Iris Mainline Camera:** This lightweight (50 lbs.) and portable camera has a 500-foot cable and a pan-and-tilt camera offering 360-degree views. Its intuitive controls require minimal training and perform well in small to medium-diameter pipes.
2. **Aries Voyager:** It weighs 65 lbs. and has a 600-foot cable and a similar pan-and-tilt camera. However, its bulkier design makes it less portable for field crews, and setup takes longer.
3. **Envirosight Rover:** It weighs 70 lbs. It has a 1,000-foot cable and advanced features like a steerable 6-wheel drive. While versatile, its complexity may overwhelm smaller crews, and it is better suited for larger municipalities with dedicated inspection teams.

### Cost Savings Over Contract Work

By purchasing the IRIS mainline camera, the District can eliminate some contracted inspection services, which are conservatively estimated at \$25,000 per year (if we don't have a camera). In-house inspections would reduce this to approximately \$10,000 annually. Saving the District \$15,000 a year or a return on investment in 3 to 4 years.

### **Five Conclusions to Support the Iris Mainline Camera Purchase:**

1. **Balance:** The Iris Mainline Camera strikes the best balance between portability, cost, and functionality, including easier access to more challenging locations.
2. **Access:** Owning a crawler camera allows the agency to inspect pipes on our schedule. Small agencies often deal with issues like blockages, root intrusions, or leaks that could prove worthy of video more quickly versus waiting for a contractor. This equipment can be deployed sooner than it might take if it is outsourced. This speed might prevent minor problems from escalating into something more significant.

3. **Training:** Modern crawlers are designed for minimal training, often just a day or two for a small crew to get comfortable. A two-person team can handle deployment, operation, and basic reporting. This empowers our existing Staff to tackle inspections directly. **It's less about adding workload and more about giving Staff tools to solve problems.**
4. **Compact:** Our small agency doesn't need the heavy-duty, truck-mounted rig, but this compact crawler fits our District perfectly. It is light enough to transport in a pickup yet capable of navigating tight, tricky lines.
5. **Purposeful:** For a small wastewater agency, owning a crawler camera is about having enough equipment for our system's upkeep. It cuts long-term costs, allows for an internal response time, and aligns with the practical reality of a smaller agency wanting to manage inspection lines with video.

**Attachment(s):** Iris Mainline Camera Quote

#### **Estimated and Assumed Annual Contracted Services:**

- The range is \$10,000–\$50,000 for annual contract services for small agencies, depending on inspection frequency. Because the GM's threshold for expenditure is \$25,000, the assumption was that the district would spend about \$25,000 per year if we didn't purchase a camera.
- **Memo Specific:** The document estimates \$25,000/year for contracted inspections if we don't purchase a camera, suggesting a mid-range rate for a small district like Santa Ynez CSD. An additional assumption is that we will still have some camera work completed by a contractor versus doing all the work In-house, which would reduce this to \$10,000 per year expense for contractors, saving \$15,000 annually. If we don't use contract labor, we would save even more money, reducing the return on investment. However, the assumptions seem reasonable.

#### **System Warranty**

Insight Vision warrants to the first purchaser that if any of its products prove to be defective in material or workmanship in normal use within one (1) year from the date of delivery, Insight Vision will, at its exclusive option, repair, replace, or exchange the product or any of its parts.

**IRIS MAINLINE CAMERA**  
COMPACT & PORTABLE MAINLINE CRAWLER



**QUOTE**

QTY	DESCRIPTION	PART #	PRICE
Financing Per Month:		<b>SUBTOTAL</b>	
		<b>SALES TAX</b>	
		<b>SHIPPING</b>	
		<b>TOTAL</b>	

Quote Prepared By:

Quote Date:

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**The Easy-To-Use,  
Portable  
Mainline  
Inspection  
Crawler that can  
go almost  
anywhere!!!**

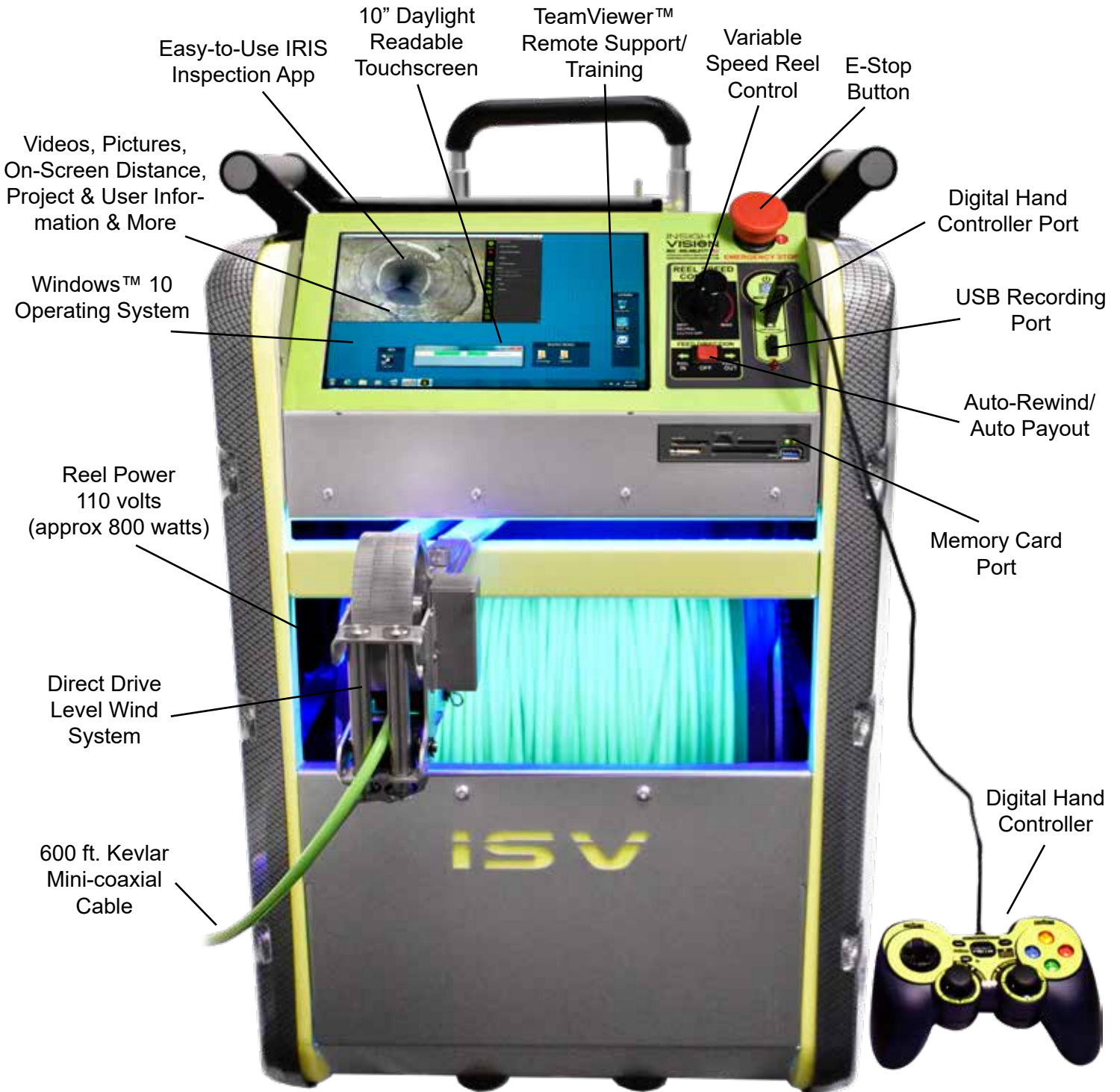




# IRIS MAINLINE CAMERA

## MOTORIZED REEL

# IRIS SYSTEM & MOTORIZED REEL



**MOTORIZED REEL SPECIFICATIONS**

	Dimensions	29" H x 20" W x 21" D
	Weight	160 lbs.
	Internal Memory	500 GB Solid State

**MOTORIZED CRAWLER SPECIFICATIONS**

	Dimensions	3.5" H x 5" W x 19" D
	Weight	35 lbs.
	Drive System	Hardened Helical Drive Gears





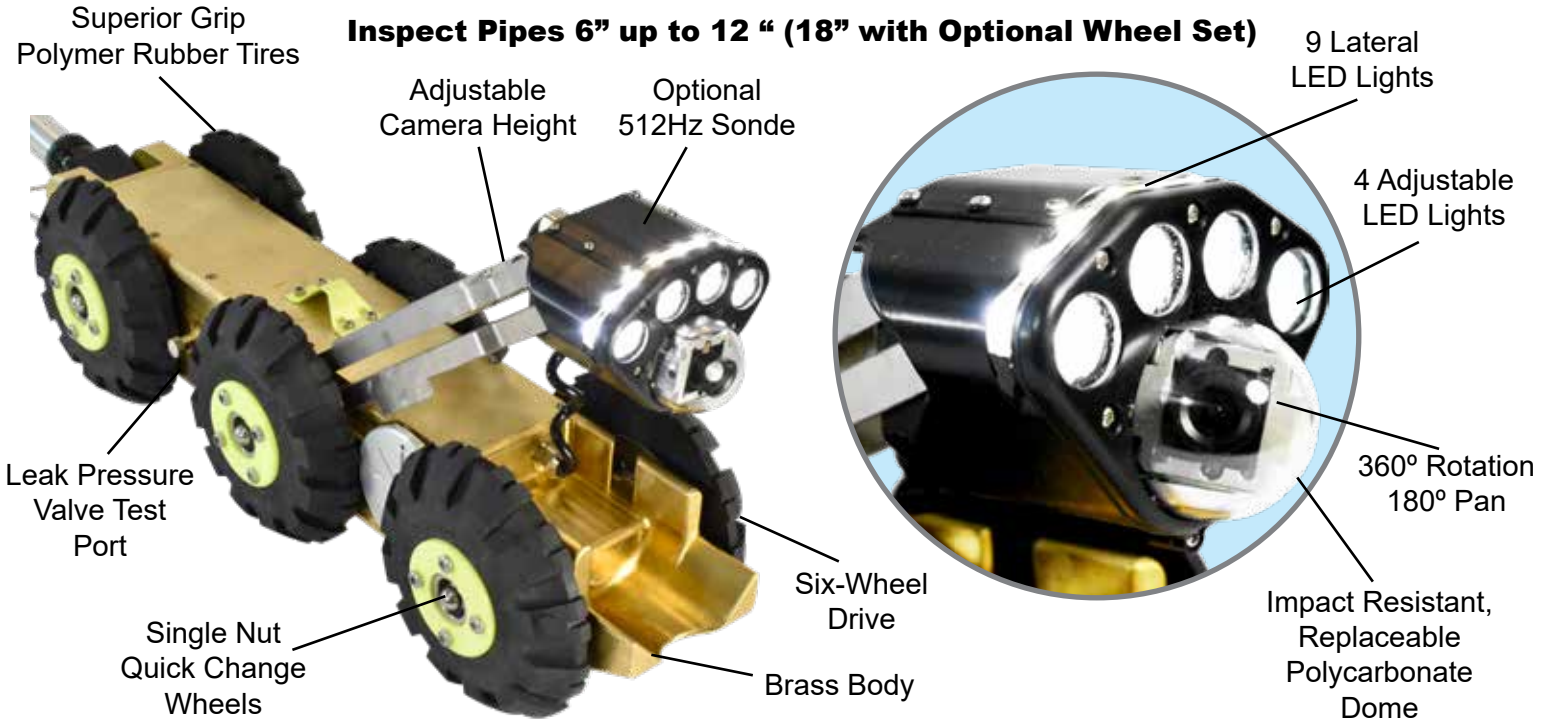
# IRIS MAINLINE CAMERA

CRAWLER, CAMERA HEAD, CONTROLLER



## IRIS CRAWLER & CAMERA

Inspect Pipes 6" up to 12" (18" with Optional Wheel Set)



## DIGITAL CAMERA CRAWLER CONTROLLER



# IRIS MAINLINE CAMERA

## COMPACT & PORTABLE MAINLINE CRAWLER



### WIFI VIDEO STREAMING APP

Now you can stream wireless video of your inspection on your Android or IOS device up to 100 feet away from the IRIS system. Record video, take snapshots, playback and email your inspections to your customers via the Insight Vision App available on Google Play and Apple stores.



### INCLUDED WITH SYSTEM



### ADDITIONAL ACCESSORIES



## BUILD YOUR OWN INSPECTION SYSTEM

Power your IRIS with a 1,000 watt generator, put it in a trailer and hook up an HD monitor, keyboard, mouse and microphone/headset to take your inspections to a whole new level (not included).



### ADDITIONAL MAINLINE INSPECTION TOOLS

