



"...meeting community needs...enhancing quality of life."

DEPARTMENT OF PUBLIC WORKS - Engineering Division
MEMO

TO: Members of the Municipal Services Committee
FROM: Ross Buctow, Deputy Director of Public Works
SUBJECT: Purchase of Robotic Total Station Survey Instrument
DATE: February 4, 2014

The Department of Public Works has \$40,000 budgeted in 2014 to purchase a new Total Station survey instrument. This instrument will replace our only remaining non-robotic total station that is nearly 20 years old.

We currently have three robotic total stations, all of which were manufactured by Trimble Navigation. Although there are other manufacturers of total station survey instruments, the City has exclusively chosen Trimble products for the following reasons:

- Competitive pricing was obtained during our initial instrument purchase and Trimble provided the best balance of pricing and performance.
- Based on field tests by City staff, it is our opinion that Trimble offers the superior product.
- Attachments and peripheral devices are interchangeable between new Trimble instruments and our existing Trimble robotic total stations.
- Service and support for our existing Trimble products has been outstanding.
- Our crews are already experienced in the operation of Trimble instruments and software.
- Switching to another manufacturer would require staff to be trained on two different instruments with different software and different data input and output formats. This, in our opinion would not be an efficient working environment.

Trimble also offers a *GPS* based total station, but our Engineering Technicians have tested its functionality in comparison with our primary work duties and have determined that a Robotic Total Station will better suit our needs at this time.

Trimble has only one authorized distributor (Seiler Instrument) for the Appleton territory (see attached). The City's Purchasing Policy requires that the Committee of Jurisdiction and Council authorize single source purchases such as this. Through this memo, we are requesting such permission.

Thank you for your consideration.



August 1, 2013

WisDOT
Bureau of Technical Services
3502 Kinsman Blvd
Madison, WI 53704

Re: Seiler Instrument Territory

Attn: Jacob Rockweiler

This letter is intended to confirm the distribution territory of our local distributor in the State of Wisconsin. Seiler Instrument is the sole source and exclusive Trimble Navigation Survey distributor for the State of Wisconsin.

Please feel free to call me if you have any questions.....Thank you,

A handwritten signature in black ink, appearing to read "Fred Bulger".

Fred Bulger
Trimble Navigation
5475 Kellenburger Road
Dayton, OH 45424
800-538-7800 ext205233
937-609-1160 cell



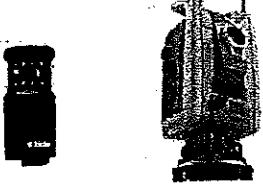

Sales Quotation

Office Locations

ST. LOUIS
 ST. CHARLES
 KANSAS CITY
 INDIANAPOLIS
 CHICAGO
 MILWAUKEE
 OMAHA

City of Appleton, WI
 Scott Hart
 Email: scott.hart@appleton.org
 Phone: (920) 832-5585
 Fax: (920) 832-6044
 Finance Department
 P.O. Box 2428
 Appleton, WI 54912-2428

Date Issue: 1/28/2014
 Expiration Date: 2/28/2014
 Quote Number: 308158

QTY	Part Number	Product Description	Sales Price	Total Price
1.00	SLSU-VISION-S6-3012	TRIMBLE S6 3" VISION ROBOT SOLUTION BUNDLE - Includes: S6 3" Vision Robot TBC Advanced Multitrack Prism	\$33,900.00	\$33,900.00
				
1.00	TSC3111-001	CU - TSC3, w/Trimble Access, internal 2.4 GHz radio, Global, ABCD keypad -	\$7,345.00	\$7,345.00
				
1.00	SLSU-S2005	ROBOTIC POWER KIT -	\$1,859.00	\$1,859.00
1.00	SA-ROADS-01	Specialized Application Roads, perpetual license -	\$1,250.00	\$1,250.00
1.00	EWLS-CU	Warranty - Survey Control Unit (not Tablet) Hardware and Field Software Maintenance -	\$580.00	\$580.00
1.00	82769-00	Trimble TSC3 Accessory - Robotic Accessory Kit -	\$425.00	\$425.00
1.00	90550-PL	TRIMAX STANDARD QUICK CLAMP TRIPOD -	\$420.95	\$420.95
1.00	51003007	Rod - Trimble standard telescopic rod 2,6m - Includes: Standard telescopic rod 2,6m	\$399.00	\$399.00



Sales Quotation

1.00	92600	Battery - Li-Ion, 2.6Ah, 7.4V 19.2 Wh -	\$120.00	\$120.00
1.00	TRADEIN-S6	TRIMBLE S6 TRADE IN PROGRAM# SVT-00001 -	(\$4,000.00)	(\$4,000.00)
1.00	SI-TNL-DISCOUNT	SEILER DISCOUNT -	(\$6,093.95)	(\$6,093.95)
Totals				\$36,205.00

Please Contact Us:

Terry Lueschow
 9755 Airways Court
 Franklin WI 53132
 Phone:
 Mobile:(920) 980-7585
 E-mail: tlueschow@seilerinst.com

This is not an Invoice

Taxes and shipping charges are not included and may apply

Your signature below acknowledges acceptance of terms and conditions of this quote: 308158. Please sign and return via fax to: 414-423-0831.

Signed: _____

Name: _____

Title: _____

Terms: Net 30 Days

Net 30 upon approved credit, major credit cards accepted and financing options available