Memorandum

Date:	October 30, 2026
To:	Buchanan City Commission
From:	Tony McGhee
Subject:	**Purchase of Water Meters and Reading Units**

Background

As part of our ongoing efforts to maintain and improve the reliability of the City's water distribution system, staff has been evaluating the condition and remaining useful life of our water metering and reading equipment.

Like other infrastructure and technology used by the City, this equipment has a limited useful service life. As it ages, the likelihood of failures, communication issues, and inaccurate or unavailable readings increases. Rather than waiting for equipment to fail and addressing problems as they occur, staff has been working toward a more proactive approach to replacing these components before they begin impacting our operations.

When meter reading equipment fails, staff may be required to make additional trips to properties, manually collect readings, or spend time troubleshooting communication issues. These situations take staff time away from other responsibilities and can create unnecessary challenges for residents and our utility billing operations. Proactively replacing the equipment allows us to better manage these costs and avoid situations where multiple components may begin failing around the same time.

The proposed purchase includes the following components:

- Sensus Ally Water Meters: The purchase includes 96 new electronic water meters that measure water consumption and provide additional information about water usage and potential leaks. These meters also include integrated remote shutoff capabilities, allowing authorized staff to manage water service without physically visiting the property when supported by the system. In addition to improving operational efficiency, these meters provide better information that can be used to identify unusual water consumption and assist customers who may be experiencing problems with their water service.

- Sensus SmartPoint 520M Reading Units: The purchase includes 96 electronic communication units that transmit water meter information to the City's reading system. These units will replace existing equipment that has reached the end of its useful service life, helping reduce communication failures and improving the reliability of the City's meter reading and billing processes. Maintaining reliable communication between the meters and the City's system is important to ensuring accurate and timely billing while limiting the need for staff to manually obtain readings.
- Sensus Pressure Profile and Analytics: The purchase also includes system setup, training, and software that will allow staff to collect and analyze water pressure information throughout the distribution system. This information can help identify unusual pressure conditions, improve system monitoring, and assist with longer term infrastructure planning. Having better information about what is occurring within the distribution system gives staff another tool to identify potential problems before they develop into larger and more costly issues.

Cost and Promotional Savings

ETNA Supply Company has provided a quote totaling $56,640 for the equipment and associated services. One of the significant benefits of moving forward with this purchase now is the promotional pricing currently being offered. The Sensus Ally meters are being discounted by 25 percent, reducing their cost from $560 to $420 per meter. The SmartPoint reading units are also being offered at reduced pricing, from $210 to $170 per unit. Combined, these discounts represent $17,280 in equipment savings.

Additionally, the manufacturer is waiving the normal $23,500 system setup and training fee and offering the analytics software hosting, normally $10,500 annually, at no charge indefinitely under the terms outlined in the quote.

When factoring in the equipment discounts and waived setup fees, the City will realize approximately $40,780 in upfront savings, along with the additional benefit of avoiding the annual hosting expense.

This equipment replacement was already included in the City's current fiscal year budget as part of our planned water system improvements. The purchase is something staff anticipated making regardless of the promotional pricing. However, moving forward now

allows us to complete the planned investment at a substantially lower cost while also receiving additional monitoring capabilities and services at no additional charge. Taking advantage of these discounts now rather than waiting until later in the fiscal year represents a significant savings for the City's water utility and ultimately the customers who support it through their water rates.

Recommendation

I am recommending that the City Commission approve the purchase of new water meters, meter reading equipment, and associated system monitoring technology from ETNA Supply Company in an amount not to exceed $56,640. The purchase will allow the City to replace aging equipment that has reached the end of its useful service life while taking advantage of significant promotional discounts and waived fees currently being offered by the manufacturer.

Attachment A

ETNA SUPPLY COMPANY

ETNA SUPPLY - GRAND RAPIDS
4901 CLAY AVENUE SW
GRAND RAPIDS, MI 49548-3038
Phone 616 241 5414
Fax 616 241 4786

Quotation

EXPIRATION DATE	QUOTE NUMBER
11/05/2026	S107175288

ETNA SUPPLY - GRAND RAPIDS
4901 CLAY AVENUE SW
GRAND RAPIDS, MI 49548-3038
Phone 616 241 5414
Fax 616 241 4786

QUOTE TO:

CITY OF BUCHANAN DPW
302 N REDBUD TRL
BUCHANAN, MI 49107-1351

SHIP TO:

BUCHANAN WATER DEPARTMENT
BUCHANAN CITY HALL
C/O WATER DEPT.
302 N RED BUD TRAIL
BUCHANAN, MI 49107

CUSTOMER NUMBER	CUSTOMER PO NUMBER	JOB NAME / RELEASE NUMBER	SALESPERSON
12784	PRESSURE PROFILE ALLY		Kevin Dieleman

WRITER	SHIP VIA	TERMS	SHIP DATE	FREIGHT ALLOWED
Kevin Dieleman	SBND	NET 25TH	10/22/2026	No

ORDER QTY	DESCRIPTION	UNIT PRICE	EXT PRICE
96ea	^MTR 5/8" ALLY 1,000 GAL ECR; W/ INTREGAL REMOTE SHUT OFF 1,000 GAL ECR L/CONN *** V1VPX3XSGLD *** --- PROMO PRICE 25% OFF REGULAR PRICE $560 SAVINGS $13,400 --- *Nonstock - Restock Policy Applies* Pn: 998039	420.000/ea	40320.00
96ea	^SMARTPOINT 520M TC 1-PORT (LEAK); SENSUS MODEL 520M SINGLE PORT PIT-TOUCHCOUPLE --- PROMO PRICE 20% OFF REGULAR PRICE $210 SAVINGS $3,840 --- Pn: 17412	170.000/ea	16320.00
1ea	^SENSUS PRESSURE PROFILE SET UP & TRAINING w/o PLACEMENT PLAN *** PS PPA SETUP *** --- ALL SET-UP FEES WAIVED - PROMO REGULAR PRICE: $23,500 SAVINGS: $23,500 --- *Nonstock - Restock Policy Applies*	0.000/ea	0.00

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ETNA SUPPLY COMPANY

Quotation

EXPIRATION DATE	QUOTE NUMBER	PAGE NO.
11/05/2026	S107175288	2 of 2

ORDER QTY	DESCRIPTION	UNIT PRICE	EXT PRICE
1ea	Pn: 732749 ^SENSUS ANALYTICS PRESSURE PROFILE (WATER) - UP TO 2,500 SENSORS - ANNUAL HOSTING FEE *** SA PPA WATER *** --- ALL HOSTING INCLUDED INDEFINITELY PRICE: $10,500/ANNUALLY SAVING: $10,500/ANNUALLY --- *Nonstock - Restock Policy Applies* Pn: 707182	0.000/ea	0.00

This Quotation is expressly conditioned and controlled by Seller?s standard terms and conditions of sale found at www.etnasupply.com/tcsale. All other terms are expressly rejected. To the extent there is a conflict between any of the terms appearing on the face of this Quotation and ETNA's Standard Terms, the terms appearing on the face of the Quotation control.
TAXES ARE NOT INCLUDED ON THIS QUOTE!

Subtotal	56640.00
S&H Charges	0.00
Amount Due	56640.00