



CITY OF  
**FOLSOM**  
DISCOVERING BY NATURE

# Folsom City Council Staff Report

<b>MEETING DATE:</b>	3/26/2024
<b>AGENDA SECTION:</b>	Consent Calendar
<b>SUBJECT:</b>	Resolution No. 11180 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of a F550 Cab and Chassis with Aftermarket Installation of a Utility Bed and Crane and Appropriation of Funds
<b>FROM:</b>	Environmental and Water Resources Department

## **RECOMMENDATION / CITY COUNCIL ACTION**

The Environmental and Water Resources Department recommends that the City Council pass and adopt Resolution No. 11180 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of a F550 Cab and Chassis with Aftermarket Installation of a Utility Bed and Crane and Appropriation of Funds.

## **BACKGROUND / ISSUE**

The Environmental and Water Resources Department (EWR) recognizes the need to maintain a fleet of vehicles that will be able to provide reliable, efficient, and responsive service. In coordination with the City of Folsom Fleet Manager, current department vehicles are reviewed to help identify priority vehicles for replacement based on service life, mileage, and purpose.

This agreement will facilitate replacement of the F550 used by the Water Treatment Plant division that, based on this review, has exceeded its expected service life in terms of age, mileage, and ongoing maintenance costs. This vehicle is essential for maintenance work at the water treatment plant and associated with other City infrastructure and therefore for safeguarding the health and safety of the Folsom community.

This resolution authorizes the City Manager to execute an agreement with Folsom Lake Ford for the purchase of one 2024 Ford F550 cab and chassis truck costing \$71,850. In addition, the resolution authorizes aftermarket installation of a utility bed and crane at a cost of \$135,550 for a completed vehicle total not-to-exceed \$207,400.

**POLICY / RULE**

Section 2.36.120 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$73,209 or greater shall be awarded by the City Council.

Section 2.36.100 of the Folsom Municipal Code provides for a five percent price differential to local bidders in contracting. The success of local businesses and vendors positively impacts Folsom’s economy as a whole, as well as the City’s ability to provide quality services and programs. The city strives to use Folsom vendors in purchasing services and products when quality, services and other factors are equal.

**ANALYSIS**

The Water Treatment Plant division uses a mechanics truck with a crane attachment to perform routine work around the plant including oil changes, water basin maintenance, and pump maintenance. The current vehicle is more than 15 years old and has had multiple mechanical issues during recent years leaving the plant without the ability to perform this important routine work. Additionally, the truck’s equipment needs upgrading. The welding, air, and fueling attachments are outdated and, following multiple upgrades at the treatment plant, the crane is undersized and unable to remove some of the pumps as required for maintenance. Consequently, staff rely on the use of an outside contractor to perform maintenance of larger pumps, which has financial and scheduling implications. To facilitate continued essential work for maintenance of the water treatment plant in an efficient manner, the Environmental and Water Resource Department requests to purchase a new mechanics truck with a larger crane.

City of Folsom Fleet division staff received three (3) competitive bids from dealers solicited. The dealers and corresponding bids are shown in the table below. Folsom Lake Ford submitted the winning bid by virtue of the City’s five percent local vendor preference.

Dealer	Bid
Folsom Lake Ford	\$71,849.33
Downtown Ford Sacramento	\$71,696.17
National Auto Fleet Group	\$76,125.39

Supply chain issues have been impacting the automotive industry for several years now. Availability of this type of vehicle is very limited, and direct order purchases of them from all manufacturers requires a lead time in excess of a year coupled with the risk of orders being canceled by vendors. There is much uncertainty about how this industry will correct over the next couple of years specifically for these built to order items.

Based on this, City Fleet staff recommends purchasing the F550 cab and chassis from Folsom Lake Ford then aftermarket installation of a utility bed and crane. After taking into account the additional time for the aftermarket installation, this purchase will still facilitate having a new

vehicle within a much shorter time frame than placing a direct order. Additionally, the risk of cancelation of a direct order is removed. Based on the City's experience of working with different vendors, Ford is preferred for after care and service, which makes them a less expensive option when considering the lifetime cost of the vehicle.

The Environmental and Water Resources Department is requesting authority to purchase the F550 cab and chassis from Folsom Lake Ford and then have aftermarket installation of utility bed and crane, as this will enable the department to access essential equipment sooner than a direct order purchase would allow.

**FINANCIAL IMPACT**

Sufficient funds are budgeted and available in the FY 2023-24 Water Operating Fund (Fund 520) for the requested F550 cab and chassis for the purchase price of \$71,850.

The aftermarket installation of a utility bed and crane on the vehicle will cost \$135,550. There is a total of \$182,500 available to replace water vehicles in the FY 2023-24 budget. An additional appropriation in the amount of \$25,000 from the Water Operating Fund (Fund 520) is required to purchase this vehicle and install the utility bed and crane.

The replaced vehicle will be sold in accordance with Folsom Municipal Code, section 2.36.220, Disposition of surplus personal property.

**ENVIRONMENTAL REVIEW**

This action is exempt from environmental review under the California Environmental Quality Act (CEQA).

**ATTACHMENT**

Resolution No. 11180 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of a F550 Cab and Chassis with Aftermarket Installation of a Utility Bed and Crane and Appropriation of Funds

Submitted,

---

Marcus Yasutake, Director  
ENVIRONMENTAL AND WATER RESOURCES DEPARTMENT

**RESOLUTION NO. 11180**

**A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH FOLSOM LAKE FORD FOR THE PURCHASE OF A F550 CAB AND CHASSIS WITH AFTERMARKET INSTALLATION OF A UTILITY BED AND CRANE AND APPROPRIATION OF FUNDS**

**WHEREAS**, Environmental and Water Resources Department staff has validated the need to purchase a F550 truck based on an approved replacement schedule; and

**WHEREAS**, this vehicle is essential for maintenance of the water infrastructure and therefore for safeguarding the health and safety of the Folsom community; and

**WHEREAS**, due to limited ability to direct order specialized vehicles of this nature, City Fleet staff recommends purchase of a bare frame cab and chassis on which to install a utility bed and crane; and

**WHEREAS**, purchase of the cab and chassis has been competitively bid by three different vendors with Folsom Lake Ford submitting the winning bid by virtue of the City's five percent local vendor preference; and

**WHEREAS**, aftermarket installation of a utility bed and crane on the vehicle will cost \$135,550; and

**WHEREAS**, an appropriation will be required in the amount of \$25,000 from the Water Operating Fund (Fund 520) to cover the total vehicle cost and the installation of the utility bed and crane; and

**WHEREAS**, sufficient funds are currently available in the Water Operating Fund (Fund 520) for the appropriation; and

**WHEREAS**, replaced equipment will be sold in accordance with Folsom Municipal Code section 2.36.020, Disposition of surplus personal property; and

**WHEREAS**, the agreement will be in a form acceptable to the City Attorney:

**NOW, THEREFORE, BE IT RESOLVED** that the City Council of the City of Folsom authorizes the City Manager to execute an Agreement with Folsom Lake Ford for the purchase of a F550 cab and chassis for a total purchase price of \$71,850 and subsequent installation of a utility bed and crane at a cost not-to-exceed \$135,550.

**BE IT FURTHER RESOLVED** that the Finance Director is authorized to appropriate \$25,000 in the Water Operating Fund (Fund 520) for this purchase.

**PASSED AND ADOPTED** this 26<sup>th</sup> day of March, 2024, by the following roll-call vote:

**AYES:** Councilmember(s):  
**NOES:** Councilmember(s):  
**ABSENT:** Councilmember(s):  
**ABSTAIN:** Councilmember(s):

---

Michael D. Kozlowski, MAYOR

ATTEST:

---

Christa Freemantle, CITY CLERK

*This page is intentionally left blank  
to facilitate double-sided printing  
and minimize paper use.*



CITY OF  
**FOLSOM**  
DISTINCTIVE BY NATURE