



Folsom City Council Staff Report

MEETING DATE:	8/25/2026
AGENDA SECTION:	Consent Calendar
ITEM TITLE:	Resolution No. 11692 – A Resolution Authorizing the City Manager to Execute a Sole Source Agreement with Core and Main for \$151,379.62 from the Water Operating Fund (Fund 520) for the Kamstrup Acoustic Leak Detection Water Meter Pilot Project and Appropriation of Funds
FROM:	Utilities Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department recommends that the City Council pass and adopt Resolution No. 11692 – A Resolution Authorizing the City Manager to Execute a Sole Source Agreement with Core and Main for \$151,379.62 from the Water Operating Fund (Fund 520) for the Kamstrup Acoustic Leak Detection Water Meter Pilot Project and Appropriation of Funds.

BACKGROUND / ISSUE

The Utilities Department purchases 1-inch water meters for installation on new homes and to replace older water meters that may be reaching the end of their serviceable life. As required by State Law, water meters have been installed on all new homes since 1992, with metered rate billing for all the City's water customers beginning in 2013. Water meters are used for water metering, water conservation and are an integral part of the water billing process. Water meters also include a low flow indicator to detect water leaks on the customer side of the meter.

In previous years, the Utilities Department hired a third party to complete an acoustic leak and loss detection survey on the City's water distribution system to identify leak locations in need of repairs. All detected leaks are then repaired by the City's Utility Maintenance Division. Acoustic leak detection is performed by trained leak detection specialists who use sensitive ground microphones, acoustic listening devices, or advanced acoustic imaging systems to locate and report leaks in pressurized water pipes, industrial systems, or other pressurized assets.

The Utilities Department would like to conduct pilot study using a water meter with built-in acoustic leak detection. This pilot study will allow the City to replace, for a year-long pilot study, existing one-inch water meters with state-of-the-art acoustic water meters that can detect leaks on the public and private side of the water system. The acoustic leak detection system embedded within the water meter proactively identifies leaks in the distribution mains and service lines as opposed to conducting a leak and loss detection survey with people in the field.

This Resolution will authorize the City Manager to execute an agreement with Core and Main for \$151,379.62 from the Water Operating Fund (Fund 520) for the Kamstrup Acoustic Leak Detection Water Pilot Project and Appropriation of Funds.

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 \$77,426 or greater shall be awarded by the City Council.

Section 2.36.140 of the Folsom Municipal Code states, in part, that the requesting Department conduct a survey of available sources to determine if there is only one source for the required supply, equipment, service, or construction item. The requesting department shall prepare a waiver of bid and submit it to the purchasing agent for filing with the city clerk.

ANALYSIS

Acoustic leak detection in water meters is an emerging technology that embeds ultrasonic sensors directly into meters to detect noise generated by leaks in the distribution system. This approach can identify leaks before water passes through the meter, addressing a major gap in traditional leak detection analyzed through the water meter. A pilot study of acoustic leak detection in water meters can demonstrate the technology's ability to reduce non-revenue water, improve leak response times, and integrate into existing utility operations. For a successful pilot, the Utilities Department will focus on proof-of-concept in a controlled area, validate detection accuracy, and assess integration and maintenance requirements

The pilot study will cover the following streets within the Willow Springs sub-division, which is also identified in Attachment 5. City staff selected this area because of the history of leaks identified within this area.

- Marsh Hawk Drive
- Donnelly Circle
- Mallard Circle
- Pintail Circle
- Brock Circle
- Spring Circle
- Blue Heron Court
- Kestrel Court
- Goldeneye Court
- Widgeon Court

As identified in Attachment 3, Kamsrtup is the only water meter manufacturer in North America that has the integrated acoustic leak detection built into a water meter. Core and Main, as identified in Attachment 4, is the only supplier in California that can supply the Kamstrup meter with built-in acoustic leak detection. Therefore, staff are requesting a sole source procurement from Core and Main for the Kamstrup Acoustic Leak Detection Water Meter Pilot Project. The following scope of work is included in the pilot project:

- Installation of 236 one-inch Kamstrup acoustic leak detection water meters
- Removal of existing 236 water meters
- Data collection of the existing meter reads prior to removal and meter identification (serial number, location ID, and address) documentation
- Software to collect meter reads, upload the reads into the City's database, and access to the acoustic leak detection water loss portal
- Set up and training

The Utilities Department recommend that the City Council authorize the City Manager to execute an agreement with Core and Main for \$151,379.62 and include a 10% contingency in the amount of \$15,138 for a total project budget of \$166,517.62 from the Water Operating Fund (Fund 520) for the Kamstrup Acoustic Leak Detection Water Meter Pilot Project and Appropriation of Funds.

FINANCIAL IMPACT

If approved, the agreement with Core and Main would be in the amount of \$151,379.62 and include a 10% contingency of \$15,138 for the Kamstrup Acoustic Leak Detection Water Meter Pilot Project funded from the Water Operating Fund (Fund 520) for a total not-to-exceed amount of \$166,517.62. An appropriation in the amount of \$166,517.62 in the Water Operating Fund (Fund 520) is required for the agreement. Sufficient funds are available in the Water Operating Fund (Fund 520) to cover the cost of the agreement.

ENVIRONMENTAL REVIEW

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

ATTACHMENTS

1. Resolution No. 11692 – A Resolution Authorizing the City Manager to Execute a Sole Source Agreement with Core and Main for \$151,379.62 from the Water Operating Fund (Fund 520) for the Kamstrup Acoustic Leak Detection Water Meter Pilot Project and Appropriation of Funds
2. Scope and fee submitted by Core and Main
3. Kamstrup acoustic leak detection meter sole source letter
4. Core and Main sole source letter

5. Project Location Area

Submitted,

Marcus Yasutake, Director
UTILITIES DEPARTMENT

Attachment 1

RESOLUTION NO. 11692

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A SOLE SOURCE AGREEMENT WITH CORE AND MAIN FOR \$151,379.62 FROM THE WATER OPERATING FUND (FUND 520) FOR THE KAMSTRUP ACOUSTIC LEAK DETECTION WATER METER PILOT PROJECT AND APPROPRIATION OF FUNDS

WHEREAS, water meters are installed on homes as required by State Law; and

WHEREAS, staff has identified a water meter with built-in acoustic leak detection capabilities; and

WHEREAS, Kamstrup is the only manufacturer of acoustic leak detection water meters in North America; and

WHEREAS, Core and Main is the sole exclusive distributor for Kamstrup products in California; and

WHEREAS, the agreement with Core and Main would be in the amount of \$151,379.62 and include a 10% contingency of \$15,138 funded by the Water Operating Fund (Fund 520) for a total not-to-exceed amount of \$166,517.62; and

WHEREAS, an additional appropriation of funds in the amount of \$166,517.62 is needed for this agreement in the Water Operating Fund (Fund 520); and

WHEREAS, sufficient funds are available in the Fiscal Year 2026-27 Water Operating Fund (Fund 520) for the appropriation; 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 a Sole Source Agreement with Core and Main for the Kamstrup Acoustic Leak Detection Water Meter Pilot Project in the amount of \$151,379.62, including a contingency of \$15,138 for a total not-to-exceed amount of \$166,517.62 funded in the Water Operating Fund (Fund 520).

BE IT FURTHER RESOLVED that the Finance Director is authorized to appropriate \$166,517.62 for this agreement in the Water Operating Fund (Fund 520).

PASSED AND ADOPTED this 25th day of August, 2026, by the following roll-call vote:

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

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2



Bid Proposal for Folsom, CA - Kamstrup Pilot Installs

CUSTOMER	City of Folsom 50 Natoma St. Folsom, CA 95630	Job Folsom, CA - Kamstrup Pilot Installs Folsom, CA Bid Date: 04/16/2026 08:00 am Bid #: 4465171
	Sales Representative Joseph Williams (T) 530-201-0555 Joseph.Williams@coreandmain.com	Core & Main 1830 Craig Park CT St Louis, MO 63146 (T) 3144324700
CONTACT		
NOTES		



Bid Proposal for Folsom, CA - Kamstrup Pilot Installs

City of Folsom**Job Location:** Folsom, CA**Bid Date:** 04/16/2026 08:00 am**Core & Main Bid #:** 4465171**Core & Main**

1830 Craig Park CT

St Louis, MO 63146

Phone: 3144324700

Seq#	Qty	Description	Units	Price	Ext Price
20		KAMSTRUP PILOT PACKAGE			
30		PILOT PERIOD: 12 MONTHS			
40		236 QTY METERS			
50		SIZE: 1" STAINLESS STEEL			
60		1 QTY - COLLECTOR (ONLY PILOT)			
70		PLATFORM SOFTWARE (ONLY PILOT)			
80		SET-UP & TRAINING INCLUDED			
90	1	FLOWIQ 2200 METERS PILOT	EA	71,109.10	71,109.10
				SUBTOTAL	71,109.10
100		METER INSTALLATIONS			
110	1	MOBILIZATION CHARGE	EA	4,300.00	4,300.00
120	236	METER GPS PER CONNECTION	EA	3.00	708.00
130	236	KAMSTRUP 1" METER INSTALLATION	EA	244.71	57,751.56
				SUBTOTAL	62,759.56
150		AMI COLLECTOR INSTALL			
160	1	READY AMI COLLECTOR INSTALL	EA	8,500.00	8,500.00
				SUBTOTAL	8,500.00
170		INTEGRATION			
180	1	BILLING INTEGRATION	EA	3,500.00	3,500.00
				SUBTOTAL	3,500.00
190		ADDITIONAL LABOR AS NEEDED			
200**	1	TROUBLESHOOTING TECHNICAL	EA	75.00	75.00
210**	1	3/4" CURB STOP REPLACEMENT	EA	197.38	197.38
220**	1	RESIDENTIAL METER BOX	EA	118.44	118.44
230**	1	RESIDENTIAL LID CUT PLASTIC LID	EA	65.94	65.94
				SUBTOTAL	0.00
				Sub Total	145,868.66
				Tax	5,510.96
				Total	151,379.62

UNLESS OTHERWISE SPECIFIED HEREIN, PRICES QUOTED ARE VALID IF ACCEPTED BY CUSTOMER AND PRODUCTS ARE RELEASED BY CUSTOMER FOR MANUFACTURE WITHIN THIRTY (30) CALENDAR DAYS FROM THE DATE OF THIS QUOTATION. CORE & MAIN LP RESERVES THE RIGHT TO INCREASE PRICES TO ADDRESS FACTORS, INCLUDING BUT NOT LIMITED TO, GOVERNMENT REGULATIONS, TARIFFS, TRANSPORTATION, FUEL AND RAW MATERIAL COSTS. DELIVERY WILL COMMENCE BASED UPON MANUFACTURER LEAD TIMES. ANY MATERIAL DELIVERIES DELAYED BEYOND MANUFACTURER LEAD TIMES MAY BE SUBJECT TO PRICE INCREASES AND/OR APPLICABLE STORAGE FEES. THIS BID PROPOSAL IS CONTINGENT UPON BUYER'S ACCEPTANCE OF SELLER'S TERMS AND CONDITIONS OF SALE, AS MODIFIED FROM TIME TO TIME, WHICH CAN BE FOUND AT: <https://coreandmain.com/terms-of-sale/>

THIS BID MAY INCLUDE GLOBALLY SOURCED (IMPORTED) MATERIALS THAT ARE SUBJECT TO CHANGING TARIFFS. PRICES ARE SUBJECT TO CHANGE DUE TO POTENTIAL ADDITIONAL TARIFFS IMPOSED BY THE U.S. GOVERNMENT. IF IMPOSED, PRICES WILL INCREASE BY THE SAME PERCENTAGE AND WILL BE EFFECTIVE ON THE DATE THAT THE NEW TARIFFS ARE IMPLEMENTED. THESE ITEMS SHOULD BE PURCHASED WITH HASTE TO AVOID ANY ADDITIONAL RISING TARIFF COSTS.

** For reference only - not included in total

04/21/2026 - 3:59 PM

Actual taxes may vary

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Attachment 3

To Whom it May Concern,

3/17/26

Kamstrup is the only water meter manufacturer in North America that has integrated acoustic leak detection into a water meter. All other leak detection methodologies require separate and specialized hardware.

Kamstrup has patented this technology and remains the sole provider of such an integrated meter with embedded acoustic leak detection capabilities.

A handwritten signature in black ink that reads "David Rubin". The signature is written in a cursive, flowing style.

David Rubin

Vice President of Product Management, Kamstrup US

Attachment 4



2855 Forsyth Commerce Way, Building 200
Cumming, GA 30040

July 29, 2026

REF: Core & Main LP
597 Salem Road
Etters, PA 17319

Re: Exclusive Kamstrup Distributor

To Whom It May Concern,

Please accept this letter as confirmation that Core & Main is the sole exclusive distributor for Kamstrup products and solutions in the States of California, Delaware and Kentucky.

Please contact the undersigned should you have any questions.

Best Regards,

Signed by:

A handwritten signature in black ink that reads "Fernando Zanutto". The signature is written in a cursive, flowing style.

4F68DD85430B4EE...

Fernando Zanutto

Regional President – The Americas
Kamstrup Water Metering, LLC
Email: fezo@kamstrup.com
Phone: 404-835-6716

Attachment 5

