

Folsom City Council Staff Report

MEETING DATE:	8/11/2026
AGENDA SECTION:	Consent Calendar
ITEM TITLE:	Resolution No. 11681 - A Resolution Authorizing the City Manager to Execute an Agreement with Stertil-Koni USA, Inc. for \$99,511.75 from the Solid Waste Operating Fund (Fund 540) for the Purchase of Mobile Column Lifts for Heavy Duty Vehicle Repairs
FROM:	Utilities Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department recommends that the City Council pass and adopt Resolution No. 11681 - A Resolution Authorizing the City Manager to Execute an Agreement with Stertil-Koni USA, Inc. for \$99,511.75 from the Solid Waste Operating Fund (Fund 540) for the Purchase of Mobile Column Lifts for Heavy Duty Vehicle Repairs.

BACKGROUND / ISSUE

The Utilities Department maintains a fleet of vehicles and equipment to provide efficient and reliable service throughout the city. A safe and reliable lift system is required to perform inspections, maintenance, and repairs of the heavy-duty fleet. The Fleet Division relies on two sets of six mobile column lifts to support this operation. Currently one of the sets is over 20 years old, has become obsolete and replacement parts are no longer available. The Division replaced the other set of similar condition last fiscal year; however, that set had to be retained to use as spare parts for the old set that is still in operation. The extra set of lifts is stored in a service bay making that space unavailable for repairs. This purchase will improve productivity and safety by providing staff with modern and reliable tools and free up shop space by allowing for the disposal of two complete sets of lifts.

The greatest need for the mobile column lifts system comes from the Waste and Recycling Division (Solid Waste). The Solid Waste fleet utilizes over 96% of the labor hours that require the mobile column lift system. To continue supporting the Solid Waste fleet, the department is requesting authorization to purchase a new mobile column lift system capable of raising these

vehicles off the ground to a height sufficient that repairs to the underside are feasible in a safe manner.

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, supplies, equipment, services, and construction with a value of \$77,426 or greater shall be awarded by City Council. The City will dispose of surplus property in accordance with Section 2.36.220 of the Folsom Municipal Code.

Section 2.36.170 of the Folsom Municipal Code permits cooperative purchasing agreements for the procurement of any supplies, equipment, service, or construction with one or more public procurement units in accordance with an agreement entered into or between the participants.

ANALYSIS

Sourcewell is a national cooperative purchasing entity of which the City of Folsom is a member. The city has purchased numerous items through Sourcewell. Steril-Koni USA, Inc. has a current contract with Sourcewell for mobile column lifts at a price that has been assessed to be fair, reasonable, and competitive. Municipal Maintenance Equipment is the local representative and distributor for Steril-Koni USA, Inc. Sourcewell contract number #121223-SKI will be utilized for the purchase of Steril-Koni USA, Inc. mobile column lifts.

FINANCIAL IMPACT

If approved the agreement with Steril-Koni USA for the purchase of mobile column lifts for heavy duty vehicle repairs would be funded through the Solid Waste Operating Fund (Fund 540). Sufficient funds are budgeted and available in the Fiscal Year 2026-27 Solid Waste Operating Fund (Fund 540) for the purchase. The department is requesting that the contract be authorized for a not to exceed amount of \$99,511.75. This price includes taxes and delivery.

ENVIRONMENTAL REVIEW

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

ATTACHMENTS

1. Resolution No. 11681 – A Resolution Authorizing the City Manager to Execute an Agreement with Steril-Koni USA, Inc. for \$99,511.75 from the Solid Waste Operating Fund (Fund 540) for the Purchase of Mobile Column Lifts for Heavy Duty Vehicle Repairs
2. Quote and specifications from Steril-Koni USA, Inc. for a set of six column lifts.

Submitted,

Marcus Yasutake, Utilities Director

Attachment 1

RESOLUTION NO. 11681

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH STERTIL-KONI USA, INC. FOR \$99,511.75 FROM THE SOLID WASTE OPERATING FUND (FUND 540) FOR THE PURCHASE OF MOBILE COLUMN LIFTS FOR HEAVY DUTY VEHICLE REPAIRS

WHEREAS, the Utilities Department requires a lift system capable of lifting heavy-duty vehicles to inspect, maintain, and repair the city's heavy-duty fleet; and

WHEREAS, the current mobile column lift system is obsolete; and

WHEREAS, most of the demand for the mobile column lift system supports the Waste and Recycling Division operations; and

WHEREAS, sufficient funds are budgeted and available in the Fiscal Year 2026-27 Solid Waste Operating Fund (Fund 540); and

WHEREAS, staff recommends the execution of a contract with Steril-Koni USA, Inc. for the purchase of new mobile column lifts; 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 Stertil-Koni USA, Inc. for \$99,511.75 from the Solid Waste Operating Fund (Fund 540) for the Purchase of Mobile Column Lifts for Heavy Duty Vehicle Repairs

PASSED AND ADOPTED this 11th 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



QUOTE

Stertil-Koni USA, Inc.
200 Log Canoe Circle
Stevensville, MD 21666
(410) 643-9001

Quote #: SK-170
Date: 24 Jul 2026
Expires: 23 Aug 2026
RSM: Ron Reazer

Billing Address

City of Folsom, CA
Marie McKeeth
50 Natoma Street, Folsom, CA, USA
mmckeeth@folsom.ca.us
+19164390650

Shipping Address

City of Folsom, CA
Marie McKeeth
50 Natoma Street, Folsom, CA, USA
mmckeeth@folsom.ca.us
+19164390650

Contract: Sourcewell Contract # 121223-SKI

Subcontract: Contract #

Part	Description	Qty	Price	Discount	Line Total
ST-1085-3FWA	ST1085 MODELS, WIRELESS EBRIGHT CONTROLS WITH SYNTHETIC FIXED FRONT WHEELS Set of 6 - 111,000lbs capacity, 24 volts DC, control box on every column. Adj forks	1	\$124,194.31	29%	\$88,177.96

Subtotal	\$88,177.96
Tax (7.75%)	\$6,833.79
Shipping	\$4,500
Grand Total	\$99,511.75

Comments

Sourcewell Member Account # 90124

Local Distributor

Distributor Account: VME
Distributor Contact: Bryce Newell

Email: bnewell@source-mme.com

Phone: 19163960880

Standard Terms and Conditions

1. Purchase Orders MUST be issued to Stertil- Koni USA, Inc., not the Local Distributor. Please submit Purchase Orders to orders@stertil-koni.com.
2. Purchase Orders must be issued on a company letterhead and must contain contact information, billing address, shipping address, phone number, and email.
3. Purchase Orders must reference the quote number, item numbers, pricing, quantities, and applicable contract information shown on this quote.
4. Product availability and proposed delivery date will be confirmed after receipt of order.
5. Stertil-Koni is responsible for collecting sales tax in the following states: CA, FL, HI, MD, NY, and WA. Customers outside of these states are responsible for any applicable sales or use tax.

KOMI

ster til



MOBILE COLUMN LIFT

ST 1085 - ST 1100

Superior flexible
solutions with an
8.5 ton or 10.0 ton
lifting capacity



ebright
SMART CONTROL SYSTEM

STER TIL
SUPERIOR SOLUTIONS

Superior Solutions



The Stertil Group provides customised and technically advanced solutions for heavy-duty lifting requirements and loading bay equipment for customers worldwide, including the best possible service from skilled local partners. These superior solutions are conceived, developed and implemented by a team of professional specialists with unique expertise. Thanks to its quality people, its entirely in-house expertise and its international organisation, Stertil-Koni is the worldwide leader in the field of heavy-duty lifts.



Wireless...

Our wireless mobile column lifts provide the ebright control solution for situations where the lifts need to be moved regularly. Using the innovative ID key, you can control up to 32 columns, each with a lifting capacity of 8.5 tons (ST 1085) or 10 tons (ST 1100) in a single setup. In most cases, the special deep cycle batteries only need to be recharged every two weeks. No time is wasted connecting up cables and the mechanic has maximum access to the vehicle, without any tripping hazard.

... or cabled, it's up to you

If you predominantly work in a fixed location the cabled mobile column lifts could be the best solution for you. This setup offers the possibility to connect up to 32 columns into a single configuration. The cabled versions also has a lifting capacity of 8.5 tons or 10 tons per column. Extra strong drive-over cables are optionally available for these cabled column lifts. All interconnection cables are equipped with heavy-duty plugs at both ends.

Wireless mobile column lifts

with **ebright Smart Control System**



TOUCH
SCREEN



WIRELESS



Both the wireless and the cabled column lifts are equipped with a control panel on each individual column. Columns can be operated individually, in pairs or simultaneously as a complete set with the touch of a button. Each column can therefore be used at any given location.

Full-colour touch screen control

The revolutionary **ebright Smart Control System** combines intuitive **ease of use** with maximum visual information about the lifting process. The main advantages:

- Touch screen control, works even when wearing gloves
- User-configured options, such as choice of language, safety warnings, scheduled maintenance
- Full-colour 7" screen, graphically highly attractive
- All relevant information available at a glance
- Customizable ID-Key to prevent unauthorized operation
- Wireless Mesh network for optimal connectivity



Reliable hydraulic technology

- Long usable life of the column with minimal repair and maintenance due to reduced friction
- Stringent testing before leaving factory
- Manual lowering in case of a power outage
- Maximum protection of the cylinder and seal against damage

Adjustable pick-up forks

ST 1085 mobile column lifts have a fork length of 350 mm and are therefore perfect for picking up a variety of vehicles even vehicles with super single tyres in a safe and secure manner. The fork length for the ST 1100 mobile column lift is 300 mm.

Retractable wheels

Both the wireless and the cabled mobile column lifts are available with retractable wheels. This unique Stertil-Koni design is the best available on the market. This prevents high point loading on the floor and reduces the floor surface pressure by a factor of 10. The system is fast, efficient, very stable and extremely reliable.

Adjustable lowering speed

Do you want to lower the vehicle more slowly, so that you have more control when lowering onto axle stands? This is easily done at the high resolution touch screen.



Simple recharging

The wireless columns are easy to charge by means of a 230 V wall socket. Cabled mobile columns operate from a standard 400 V supply with other voltages available.

Fast lifting and lowering

The ST 1085 and ST 1100 reach their maximum lifting height of 1,850 mm in just 94 seconds, making them one of the fastest mobile column lifts in the world.

Well thought out in all aspects



**32
MAX**

MAX 32 LINKED
COLUMNS



ADJUSTABLE
LOWERING SPEED



OVERLOAD
PROTECTION



UNIQUE
SYNCHRONISATION
SYSTEM

Easy to move

Stertil-Koni mobile column lifts really are 'mobile'. Thanks to the synthetic wheels and hydraulic pallet truck mechanism with patented overload protection, the column is easy to move.

Safe working space

As an extra safety feature, we have also designed ample working space between the column and the vehicle. Even if there is a problem with the air suspension, the vehicle should not come into contact with the column.

Unique synchronisation

The synchronisation system is activated at a height difference of just 15 mm. This ensures a safe and smooth-running lifting and lowering cycle, even in cases where the distribution of the vehicle load is extremely uneven.

Lifetime guarantee

The innovative synthetic runner wheels within the column come with a lifetime parts guarantee.



○ High resolution 7" touch screen

○ Intuitive controls



ebright Features

SMART CONTROL SYSTEM

- High resolution 7" touch screen
- Owner/User configurable system with user ID key
 - Individual user settings for setting language and units
 - Protection against unauthorized use due to personalised ID key
- Maintenance notifications
- Visual display of maximum programmable lifting height if set
- Warning & failure information
- Operation manual on-screen available if required
- Tracking of specific operations and information codes
- Intuitive controls with actual data about the lift:
 - Indication for Single, All or Pair operation mode
 - Information about how many columns are in the set (up to 32 columns)
 - Actual lifting height displayed
 - Lowering speed can be manually adjusted on the touch screen
 - Battery status information
 - Customizable ID-Key to prevent unauthorized operation
- Wireless Mesh network with continuous active channel search offering optimal connectivity

Everything under control



Overview of ST 1085 – ST 1100 models	ebright wireless ST 1085-FWA ST 1100-FWA	ebright wireless ST 1085-RWA ST 1100-RWA	ebright cabled ST 1085-FSA ST 1100-FSA	ebright cabled ST 1085-RSA ST 1100-RSA
ebright Smart Control System with a control box on each individual mobile column	●	●	●	●
Touch screen with important information about the system e.g. lifting height, operation mode	●	●	●	●
Wireless Mesh network with continuous active channel search offering optimal connectivity	●	●		
These columns utilise a power outlet in the workshop and communicate with each other via interconnecting cables			●	●
Adjustable lowering speed for slow or normal lowering	●	●	●	●
Hydraulic pallet truck mechanism with patented overload protection	●	●	●	●
350 mm adjustable fork, suitable for super single tyres	ST 1085	ST 1085	ST 1085	ST 1085
300 mm adjustable fork	ST 1100	ST 1100	ST 1100	ST 1100
Fixed synthetic wheels that reduce the floor surface pressure	●		●	
Retractable synthetic wheels integrated into the base frame, for 10x less surface pressure		●		●

Technical specifications

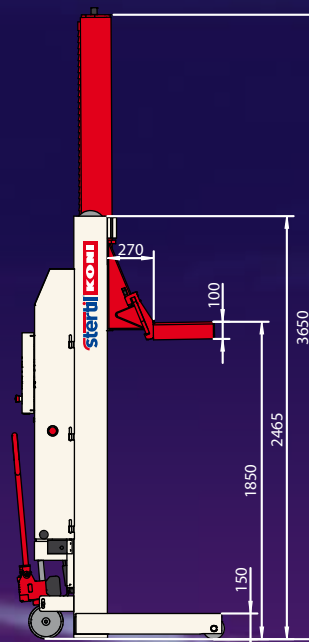
Lifting capacity:	8,500 kg or 10,000 kg
Lift system:	hydraulic lifting system with micro-processor-controlled synchronisation
Lifting height:	maximum 1,850 mm, automatic stop at the highest position
Lifting time:	94 seconds
Motor rating:	2.2 / 3.0 kW per column (Cabled / Wireless)
Weight:	615 kg per column (Wireless)
Column lift height:	2,465 mm

Highest safety requirements

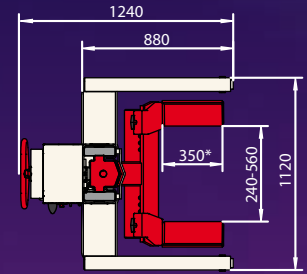
- ANSI/ALI-ALCTV certified (USA), CSA certified (Canada), CE certified (Europe).
- Independent mechanical locking system engages at 125 mm above floor level. Locking pawl engaged by gravity. The locking system is always active, even when the column is turned off.
- Locking profile with locking increments of just 35 mm.
- Synchronisation between the mobile lifting columns starts at a height difference of 15 mm.
- Automatic overload protection.
- Low voltage control panel.
- Each column is equipped with an emergency stop.
- Each individual mobile lifting column is tested prior to leaving the factory.
- Splash-proof electrical system (IP 65).

Accessories & options

Stertil-Koni offers an extensive package of accessories & options tailored to fit your specific needs.

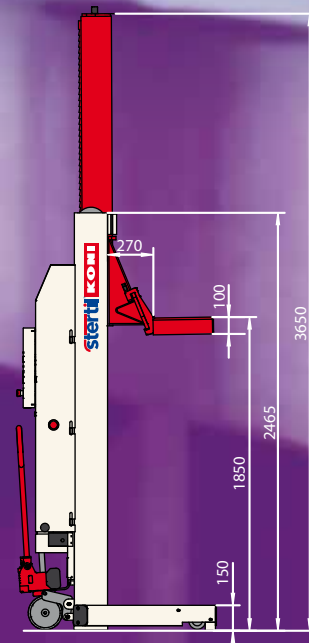


Fixed front wheels

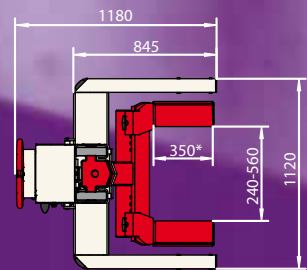


Adjustable forks

* For the ST 1100:
300 mm



Retractable front wheels



Adjustable forks

More information?

For more information about the ST 1085, ST 1100, or any of Stertil-Koni's other top products, please do not hesitate to contact us. We will be pleased to assist you.



Stertil B.V.
P.O.Box 23
9288 ZG Kootstertille
The Netherlands
Tel. +31 (0)512 334444
www.stertilkoni.com
info@stertilkoni.nl
f Stertil-Koni
@Stertil

a member of the Stertil Group