



Folsom City Council Staff Report

MEETING DATE:	8/11/2026
AGENDA SECTION:	Consent Calendar
ITEM TITLE:	Resolution No. 11683 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of a Ford F350 Truck with Utility Bed in the Amount of \$84,095.10 from the Water Operating Fund (Fund 520)
FROM:	Utilities Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department recommends that the City Council pass and adopt Resolution No. 11683 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of a Ford F350 Truck with Utility Bed in the Amount of \$84,095.10 from the Water Operating Fund (Fund 520).

BACKGROUND / ISSUE

The Utilities Department recognizes the need to maintain a fleet of vehicles that will be able to provide reliable, efficient, and responsive service to support work associated with maintenance of the water distribution infrastructure, thereby safeguarding the health and safety of the Folsom community.

The Water Quality Division has an open recruitment which, when filled, will increase the size of its crew, and therefore requires an additional vehicle. This resolution authorizes the City Manager to execute an agreement with Folsom Lake Ford for the purchase of one 2027 Ford F350 truck with utility bed for a total not-to-exceed \$84,095.10.

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.

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

The Fiscal Year 2024 budget approved the addition of a Water Distribution Operator III in the Water Quality division. An internal promotion filled the new position, resulting in an ongoing vacancy within the division. Recruitment for this position was put on hold pending approval of the new staffing model for the water and wastewater divisions. In June 2026, through Resolution No. 11651, the new staffing model was approved and so the division is now preparing for recruitment of an additional Water Distribution Operator, which will increase the size of its crew.

Water Distribution Operators perform duties in the construction and maintenance of water infrastructure including the testing, overhauling, and repairing fire hydrants, blow-off valves, or air release valves. To allow for tasks to be performed independently, and for operational efficiency, each crew member is assigned a separate vehicle. This vehicle needs to have the capabilities of transporting all required equipment for any task the operator may need to complete.

The Utilities Department, in coordination with the City Fleet Division, solicited quotations from Sourcewell and Folsom Lake Ford for the purchase of a Ford F350 truck with a utility bed. Although FMC Section 2.36.170 allows for the purchase of this vehicle directly through the Sourcewell contract number without having to solicit multiple quotes, City staff also solicited a quote from Folsom Lake Ford to compare pricing and to offer an opportunity for a local dealership to bid on the purchase. Folsom Lake Ford submitted the lowest responsive quotation that met the City's vehicle specifications and operational requirements.

FINANCIAL IMPACT

If approved the agreement with Folsom Lake Ford for the purchase of a Ford F350 truck with utility bed for \$84,095.10 would be funded through the Water Operating Fund (Fund 520). Sufficient funds are budgeted and available in the Fiscal Year 2026-27 Water Operating Fund (Fund 520) for the purchase. The Department is requesting that the contract be authorized for a not to exceed amount of \$84,095.10.

ENVIRONMENTAL REVIEW

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

ATTACHMENTS

1. Resolution No. 11683 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of a Ford F350 Truck with Utility Bed in the Amount of \$84,095.10 from the Water Operating Fund (Fund 520)
2. Folsom Lake Ford Quote - F350 Truck: Cab and Chassis

3. Folsom Lake Ford Quote - F350 Knapheide Utility Bed

Submitted,

Marcus Yasutake, Director
UTILITIES DEPARTMENT

Attachment 1

RESOLUTION NO. 11683

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH FOLSOM LAKE FORD FOR THE PURCHASE OF A FORD F350 TRUCK WITH UTILITY BED IN THE AMOUNT OF \$84,095.10 FROM THE WATER OPERATING FUND (FUND 520)

WHEREAS, the Utilities Department Water Quality Division has validated its need to purchase a Ford F350 Truck with Utility Bed; and

WHEREAS, per Folsom Municipal Code Section 2.36.170 the City can use cooperative purchasing agreements for this vehicle and obtained a quote from Sourcewell without having to solicit for multiple bids; and

WHEREAS, City staff also solicited a quote from Folsom Lake Ford to compare pricing and to offer an opportunity for a local vendor to bid on the sale of the vehicle; and

WHEREAS, Folsom Lake Ford submitted the lowest response quotation that met the City's vehicle specifications and operational requirements; and

WHEREAS, sufficient funds are budgeted and available in the Water Operating Fund (Fund 520); and

WHEREAS, staff recommends the execution of a contract with Folsom Lake Ford for the purchase of a Ford F350 Truck with Utility Bed; 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 hereby authorizes the City Manager to execute an agreement with Folsom Lake Ford in the amount of \$84,095.10 from the Water Operating Fund (Fund 520) for the purchase of a Ford F350 Truck with Utility Bed.

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

FOLSOM LAKE

FORD



THE FORD SOURCE

12755 FOLSOM BOULEVARD
FOLSOM, CA 95630 • (916) 353-2000

DESCRIPTION

F350 4X2 SUPERCAB CHAS CAB/168

.168 INCH WHEELBASE

TOTAL BASE VEHICLE

OXFORD WHITE

40/20/40 CLOTH SEAT

MEDIUM DARK SLATE

PREFERRED EQUIPMENT PKG.633A

.XLT TRIM

.AM/FM STEREO MP3/CLK

.7.3L DEVCT NA PFI V8 ENGINE

10-SPEED AUTO TORQSHIFT

.LT275/65R18E BSW ALL SEASON

4.30 ELECTRONIC-LOCKING AXLE

FORD FLEET SPECIAL ADJUSTMENT

ALL WEATHER MATS W/O CARPT MAT

CARPET DELETE

10900# GVWR PACKAGE

50 STATE EMISSIONS

JOB #1 ORDER

POWERSCOPE TRAILER TOW MIRROR

410 AMP DUAL ALTERNATOR

CONN PKG:1 YR INCL W/FORD APP

SECURITY PACKAGE: 1 YR INCL

2027 FORD F350 4X4 SUPERCAB

4X2, WITH EQUIPMENT LISTED

ON AN ORDER BASIS

PRICE : 51,584.00

DOC FEE : 85.00

GOVT FEES : 45.75

7.75 % TAX : 4,224.35

DMV EXEMPT

TOTAL DUE EACH : 55,719.10

FOLSOM LAKE



Rychard Rosada

Fleet and Commercial Account Manager

12755 FOLSOM BLVD
FOLSOM, CA 95630

916-353-2000 • EXT. 364
Toll Free 916-351-4238
Cell (916) 397-5982
RychardRosada@FolsomLakeFord.com

Attachment 3



Seller: Knapheide Truck Equipment Center Sacramento
3550 BOZZANO RD
STOCKTON, CA 95215-9100
1 (209) 855-8400
www.knapheide.com

QUOTE: QU-67-
1089322-1
Quote Expiration:
06/05/2026

Contact(s): Melvin Jackson (Outside Sales)
mjackson45@knapheide.com

Erin Hanson (Inside Sales)
ehanson96@knapheide.com
2098558415

Customer: City Of Folsom

ID: 263304
Address: 1300 LEIDESDORFF ST

FOLSOM, CA 95630-2449
Description: service body

Phone: 9164616765
Contact: GREG .BAKKEN

Terms: NET 30 DAYS
Bid Spec:
Is Quote Tax Exempt: No
Tax Exemption:

Quote Information:

Customer Request Date:
Quote Completed Date: 05/06/2026
Date: 05/08/2026 16:05 PM CDT
of Units: 1

Delivery Information:

Total Price Includes F.O.B.:
Ship Via:
Ship To: City Of Folsom
9164616765
1300 LEIDESDORFF ST
FOLSOM, CA 95630-2449

Vehicle Information:

Make: Ford
Chassis Type: Pickup
Rear Axle Type: SRW
Fuel Type: Diesel
GVWR: 11300

Model: F-350
Cab Type: SuperCab
Drivetrain: 4x4
Transmission Type: Auto

Year: 2026
Cab to Axle: 56
Engine Size: 6.7
Wheelbase: 164.1

Seq.	Description	Item	Quantity	Total
1	696F40-2-M Service Body with Flip Top Compartments Painted White Stop/Turn/Tail Lights Installed Master Locks Installed Overall Dimension: 97.25" Overall Long x 78" Wide Cargo Area: 49" Wide x 25.25" High Side Compartment: 41.25" High x 14.5" Deep Street Side Compartmentation: Front Vertical: 31.25" Long x 41.25" High Horizontal: 44.75" Long x 19.75" High Rear Vertical: 21.25" Long x 41.25" High Curbside Compartmentation: Front Vertical: 31.25" Long x 41.25" High Horizontal: 44.75" Long x 19.75" High Rear Vertical: 21.25" Long x 41.25" High Standard Shelving Includes: (2) Adjustable Divider Shelves Each Front Vertical Compartment (1) Bolt-In Divider Shelf Curbside Horizontal Compartment (1) Adjustable Divider Shelf Each Rear Vertical Compartment (28) Shelf Dividers and (20) Flip-Top Tray Divider Warranty: Standard Knapheide Limited Warranty Weight: 1204lbs	696F40-2-M	1.00	
2	Upfitter Switch Power Harness for Use to Power Rear Strobes or Compartment Lights on Chassis with Factory Upfitter Switch	12256319	1.00	
3	78" Wide Galva-Grip Step Bumper with KnapLiner for Service Body 2017 or Newer Ford 56" CA 2007 or Newer Ram 60" CA 77.62" Wide x 10.88" Deep Weight: 70lbs	34860174	1.00	

4	Quick Mount Kit for Service Body with 6" Understructure for 2017 and Newer Ford with 56" CA	20095520	1.00	
5	Ford 2023 & Newer 40"/56" Pickup Box Removal Harness Adapter (Plug & Play, BCM Reprogramming Required)	35760018	1.00	
6	Modular Cab Guard Center Section Powder Coated White 49" Cargo Width for Standard Height or F40 Service Bodies	26266379	1.00	
7	CTech 4 Drawer Unit (3) 3" High Drawers (1) 5" High Drawer Shelf Liner 250lb Capacity Per Drawer Telescoping Top Shelf 24" Wide x 15.82" High x 12" Deep Bottom Space: .508" Fire Engine Red Weight: 47lbs Mounting Hardware Kit Includes The Following: (1) 12212478 - CTech Drawer Unit (1) 12212353 - (Pair) Riser 13.25" High x 6.5" Deep (1) 20192464 - Bracket Assembly Mounting CTech Drawer Unit	20192639	1.00	
8	1- RX2FFFF Justice DUO WecanX Lightbar, 50" (included) 1- MKAJ94 Adjustable Lightbar Straps – F350 (included) 1- CCP9 Core-C Control System (included) 1- CEM8 WCX Remove Expansion Module, 8 output (included) 4- TL12F ION T-Series DUO LED Lighthouse, Amber/White (included) • Two Grill lights, Two Rear bumper lights	35081005	1.00	
9	10ft e-track	35081005	2.00	
10	Outsource Spray Liner, Price per Dollar	34996369	1.00	
11	6" Mechanics Vise, Wilton 746 Tradesman 21500 5,500lb Clamping Force Base Type: Swivel Powder Coated Paint Jaw Material: Steel Jaw Opening: 5-3/4" Jaw Type: Serrated Jaw Width: 6" Material: Ductile Iron Mounting Type: Bolted-Down Number of Mounting Points: 4 Pipe Capacity: 1/4" to 3-1/2" Rotation Angle: 360 Degree Throat Depth: 4-1/8" 17.7" Long x 11" Wide x 10.8" High Weight: 69lbs	30098920	1.00	
12	Ridgid Model BC-410A - 4" Top Screw Chain Pipe Vise	35081005	1.00	
13	Knapheide Power Lock System, 600 Series 80" 82" 96" & 108" Service Bodies with Current Rotary Latch	26272377	1.00	
14	Buyers 5621928 18" LED Strip Light Adhesive backing for surface mount Clear and cool light (6000k) 360 Lumens IP67 Certified Wattage: 4.92 W Width: .5" Depth: 18" Height: .5" Lead Length: 4"	35081005	18.00	
15	Pollak 7-way flat trailer plug Fixture Type: Connectors Fixture Shape: 12 Volts	34996691	1.00	

	Package Type: P Pack Voltage: 12 Volts Amps: 30 Amp 6.2" x 5.2" x 3.7" Weight: .2 Lbs			
16	LED Square Flood Light, Buyers 1492119 Amp Draw At 12 Volts: 2.25 A Beam Pattern: Flood Bracket (Y/N): Yes Certification: IP67 and 20G Color: Clear Color Temperature: 6000 °K Hard Wired Or Plug: Hard Wired Height: 6.70" Housing Material: Aluminum Lens Material: Polycarbonate Lens Shape: Square Mount Type: Surface Number Of Wires: 2 Type Of Plug: Blunt Cut Wattage: 27 W Base / Mount Type: Surface Overall Width: 5.30" Plug Included: No Voltage: 12-24 VDC Operating Temperature: -40 to 122 °F Lead Length: 36" Built-In Switch: No Connector: Blunt Cut Lumens: 1500 Shipping Weight: 2.050	35081005	2.00	
17	Installation Labor.	34995222	39.00	
18	Paint Labor	34996438	4.00	
19	Universal Fuel Fill Cup Kit 21-42 Mounting Angle Ford F250-F550 GM 2500-6500 Ram 2500-5500	34360468	1.00	
Total does not include any applicable taxes or transportation charges unless specifically noted herein:			Subtotal:	\$26,969.06
			Tax:	\$1,406.94
			Total:	\$28,376.00

Customer PO

Total Price

Additional Notes: Furnish and install a 8ft knapheide service body with flip top compartments, fuel spout, all legal lights, rear bumper, drawer unit in the front curb side compartment, led amber light bar with a traffic adviser, four corner strobe system, one row of e-track on each side mounted in the cargo area, spray in bed liner, pipe vise mounted on the right rear corner on the bumper, 6" Mechanics Vise mounted on the left rear corner on the rear bumper, window guard with two work light mounted on each side, power door locks, led compartment light wired up a upfitter switch, 7 way rv socket, install factory back up camera if equipped, to be white in color and touch up paint if necessary.

***Credit Card Policy:** Knapheide accepts MasterCard, American Express, Visa and Discover cards for payment. Invoices greater than or equal to \$10,000 will include a 3% handling fee when paid by credit card beginning May 4, 2026.

Liability for product on Knapheide property with terms Customer Pickup: Product must be picked up within (14) days of notification of product available for customer pickup. Customer shall assume all responsibility for the Product, including but not limited to damage due to Acts of God or vandalism following 14 days of notification of product available for Customer pickup. Knapheide reserves the right to assess a storage fee of \$25/day for each day goods remain on Knapheide property beyond (14) days of notification of product available for Customer pickup.

Cancellation Policy: All cancellation requests must be made in writing. Upon any request for cancellation, any costs incurred by Knapheide during the fulfillment of Orders placed pursuant to this Quote shall be paid at 100%. Payments for cancellation are due in full at time of cancellation and/or upon

cancellation of installation. Quoted prices are only guaranteed for orders placed as of the date specified on the Quote unless otherwise stated herein.

Payment Policy: Payment Terms are due upon receipt of signed quote unless prior credit agreement has been established at the time of order. Payment terms for customers with an established credit account will be Net 30 from date of invoice. Seller has right to assess late charges at 1.5% per month on all invoices that are 60 days or more past due.

Pricing Policy: All prices reflect the latest price in U.S. Dollars. Any order placed pursuant to this Quote shall be subject to these Terms and Conditions contained herein. These Conditions shall serve to exclude all other terms or conditions of purchase or other conflicting terms or conditions which may be issued, provided or referred to by Customer, all of which are hereby disclaimed or rejected, except insofar as any terms are expressly accepted in writing with an Authorized Knapheide Representative's written signature. Pricing quoted applies to chassis make/model originally provided and quantity quoted. Any deviation therefrom may result in price change. In addition, additional costs may be incurred in the process of fulfilling orders placed pursuant to this Quote and Knapheide reserves the right to adjust costs accordingly, including but not limited to, reprogramming fees, etc. Orders are subject to all applicable state, local and federal excise taxes. Applicable taxes will be applied on final billing to customer upon completion of order. Seller must be in possession of the vehicle for this order within 90 days of quote acceptance or the order can be subject to price adjustments due to cost increases for materials, labor, and shop supplies.

Return Policy: All sales are final. Purchased parts or products are non-returnable.

By signing and accepting this quotation, Customer agrees to accept Knapheide Truck Equipment Center Sacramento terms and conditions as stated above.

Customer Signature	Print Name	Title	Date
Dealer Code	Dealership	Location	
VIN	If the chassis is customer supplied, Knapheide may require a chassis spec sheet		