



DEPARTMENT OF PUBLIC WORKS

ENGINEERING • FACILITIES • REAL PROPERTY • ROADS/BRIDGES • STORMWATER • TRAFFIC

1525 EAST JEFFERSON STREET • BROOKSVILLE, FLORIDA 34601
P 352.754.4060 • F 352.754.4423 • W www.HernandoCounty.us

MEMORANDUM

TO: Carla Rossiter-Smith, Chief Procurement Officer

FROM: David Bland Hernando County Traffic Supervisor *DB*

VIA: Casey Phillips / Finance Specialist

DATE: June 5, 2025

RE: Sole Source / Econolite / Traffic Signal Controllers and Traffic Signal Cabinets. (TS-2 TYPE-1)

Hernando County Traffic Operations maintains all the County's Traffic Signals. All Traffic Signals in Hernando County are operated by Econolite equipment (Example: Signal Cabinets, Controllers and MMU'S and is compatible with the Traffic Management Center. Therefor to maintain compatibility with all the County's Traffic Signals and the Traffic Management Center Econolite equipment is used. Econolite is the sole source for their product.

Econolite Control Products is the sole developer, provider and manufacture for the Cobalt controller and (TS2-TYPE1) Traffic signal cabinets in the state of Florida. Econolite dose not have any other distributors within the state of Florida. Econolite Control Products offers repair services, warranty repairs, and on-site visits as required.

If additional information is needed, please contact me.

cc: Alisa Pike, Procurement Coordinator
Casey Phillips, Finance Specialist
Jon Sanchez, Signal Project Manager



MOVING TRAFFIC FORWARD

To: Hernando County, Traffic Signal Dept
From: Connie Braithwaite, Econolite Control Products, Inc.
Date: 6/4/2025
Re: Sole Source

To whom it may concern,

This letter is to verify that **Econolite Control Products, Inc.** (FEIN:95-3196532) located at 1250 N. Tustin Ave., Anaheim, CA 92807 is the sole developer, provider or manufacturer of any and all, "Econolite" and "Safetran" products in the state of Florida.

Econolite does not have any other distributors within the state of Florida.

Product would include:

1. **Plug-N-Go Cabinets:** TS1 and TS2
2. **Safetran ATC Cabinets:** ATCC Standard and ATCC Plus series
3. **Controllers:** **COBALT®** and **Safetran 2070®**. This also includes any products or licensing that would be associated with Econolite proprietary products. Example: **ASC3®** or **EOS®** software upgrades can only be purchased through Econolite as the software is developed, registered, and licensed for use only by Econolite.
4. **Autoscope®** video detection: **Vision®** are registered trademarks of Image Sensing Systems. Econolite is the sole distributor of **Autoscope®** products in the United States.
5. Radar vehicle detection: **EVO®**.
6. **Econolite Display Products**
7. **Econolite branded BIU's, Load Switches, Power Supplies, Zinc Blue UPS** and any other products with the **Econolite®** name.

If you have any questions concerning this matter, please contact me at (904) 759-0745.

We appreciate the opportunity for your business!

Thank You,

Alan Baker

Alan Baker, Account Executive
Econolite Control Products, Inc.