



---

MOVING TRAFFIC FORWARD

To: Hernando County, Traffic Signal Dept  
From: Connie Braithwaite, Econolite Control Products, Inc.  
Date: 6/11/2024  
Re: Sole Source Econolite Control Products

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.

This would include:

1. **Plug-N-Go Cabinets:** TS1 and TS2
2. **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.
3. **Autoscope®** video detection: **Rack Vision Terra®** and **Vision®** are registered trademarks of Image Sensing Systems. Econolite is the sole distributor of **Autoscope®** products in the United States.
4. Radar vehicle detection: **EVO®.**
5. **Econolite Display Products**
6. **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,

A handwritten signature in blue ink that reads "CBraithwaite".

Connie Braithwaite, Senior Account Manager  
Econolite Control Products, Inc.  
904-759-0745



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](http://www.HernandoCounty.us)

MEMORANDUM

**TO:** Purchasing and Contracts Manager  
Chief Procurement Officer and Purchasing Manager  
Hernando County Purchasing & Contracts Department

**THRU:** Stephen Stack  
Assistant Director – Public Works

**FROM:** David Bland  
Field Supervisor – Public Works Traffic

**DATE:** June 11, 2024

**SUBJECT:** Econolite Control Products-Sole Source-Traffic Signal Equipment Purchases

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

/db  
Attachment