



## DEPARTMENT OF PUBLIC WORKS

ENGINEERING ♦ FACILITIES ♦ REAL PROPERTY ♦ ROADS/BRIDGES ♦ STORMWATER ♦ TRAFFIC ♦ TRANSIT

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:** Fran Hallet, Procurement Manager  
**From:** Nicholas J Babino, Contract and Training Coordinator  
**Date:** May 07, 2026  
**Re:** Signal Cabinets

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The Department of Public Works sent a Request for Quote to Econolite to supply us with five traffic signal cabinets. The total quote amount is \$118,785.00. These cabinets are proprietary to Econolite and are used to operate all of the traffic signals within the County.

It is our recommendation to award Econolite for the supply of the cabinets. Attached is a letter from Econolite indicating they are the sole provider of these cabinets. It is imperative to receive these cabinets to ensure continual traffic operations.

Sincerely,

A handwritten signature in black ink, appearing to read "Nicholas J. Babino".

Nicholas J. Babino  
Hernando County Department of Public Works  
Contract and Training Coordinator  
1525 E. Jefferson St.  
Brooksville, FL 34601  
Office: 352-754-4060 Ext: 17031  
Email: [NJBabino@co.hernando.fl.us](mailto:NJBabino@co.hernando.fl.us)  
Cc: Casey Phillips, Accounting Clerk III  
Stephen Stack, Assistant Public Works Director



MOVING TRAFFIC FORWARD

To: Hernando County, Traffic Signal Dept  
From: Alan Baker, Econolite Control Products, Inc.  
Date: 5/5/2026  
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 (727) 739-6353.

We appreciate the opportunity for your business!

Thank You,

*Alan Baker*

Alan Baker, Account Executive  
Econolite Control Products, Inc.