



The Corporation of the  
City of Sault Ste. Marie

## COUNCIL REPORT

February 24, 2025

TO: Mayor Matthew Shoemaker and Members of City Council  
AUTHOR: Karen Marlow, Manager of Purchasing  
DEPARTMENT: Corporate Services  
RE: Traffic Signal Controller Replacements

---

### **Purpose**

The purpose of this report is to obtain Council approval to proceed with supply and delivery of Traffic Control Equipment for street improvements as required by Public Works and Engineering Services.

### **Background**

As part of the Capital Transportation Program, replacement and upgrading of aged Traffic Signal Controller Equipment is required for street improvements, to be installed at six intersections throughout the City in 2025.

### **Analysis**

Econolite Canada Inc. of Markham, ON provides traffic control equipment used by the City on its streets and intersections. This source of supply has been in place for many years. City staff is familiar and confident with its reliability, operation, and maintenance.

Included in this procurement are traffic control cabinets and other required internal equipment required for the upgrade replacements.

This sole source request is in accordance with Purchasing By-Law item 22.3 a), c) ensuring compatibility with existing products; where there is absence of competition for technical reasons only supplied by particular supplier; and where equipment is maintained by the manufacturer or its representative.

### **Financial Implications**

Econolite Canada Inc. submitted pricing in the amount of \$188,734 including non-rebateable HST for the supply and delivery of the requested equipment.

During the 2025 Budget deliberations under the Capital Transportation Program, Council approved the allocation of \$200,000 for this project.

This request can be accommodated within this funding allocation.

Traffic Signal Controller Replacements

February 24, 2025

Page 2.

**Strategic Plan / Policy Impact / Climate Impact**

This project aligns with the Corporate Strategic Plan in the Infrastructure focus area for upgrades of existing infrastructure.

**Recommendation**

It is therefore recommended that Council take the following action:

Resolved that the report of the Manager of Purchasing dated February 24, 2025 concerning traffic signal controller replacements be received and that Econolite Canada Inc. be awarded the sole source supply and delivery of the required traffic control equipment in the amount of \$185,116 plus HST.

Respectfully submitted,

Karen Marlow

Manager of Purchasing

705.759.5298

[k.marlow@cityssm.on.ca](mailto:k.marlow@cityssm.on.ca)