



**The Corporation of the
City of Sault Ste. Marie**

C O U N C I L R E P O R T

March 23, 2026

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

Purpose

The purpose of this report is to obtain Council approval to proceed with supply and delivery of traffic signal controller 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 five intersections throughout the City in 2026.

Analysis

Econolite Canada Inc. of Markham, ON provides traffic signal 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 signal control cabinets and other required internal associated 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 \$203,174 including non-rebateable HST for the supply and delivery of the requested equipment.

During the 2026 Budget deliberations under the Capital Transportation Program, Council approved the allocation of \$200,000 for this project, and the shortfall will be funded through operations account.

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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 March 23, 2026 concerning purchase of traffic signal controller equipment as required by Public Works and Engineering be received and that the award to Econolite Canada Inc. as sole source in the amount of \$199,660 plus HST be approved.

Respectfully submitted,

Karen Marlow

Manager of Purchasing

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