



**STATE OF TENNESSEE
DEPARTMENT OF TRANSPORTATION**

TRAFFIC DESIGN DIVISION
20TH FLOOR, WILLIAM R. SNODGRASS TOWER
312 ROSA L. PARKS AVENUE
NASHVILLE, TENNESSEE 37243
(615) 253-1122

WILL REID
COMMISSIONER

BILL LEE
GOVERNOR

TO: Shane Hester, Chief of Engineering

FROM: Andy Barlow, Director of Traffic Design Division

SUBJECT: **Proprietary Item Request and Justification**
City of Gallatin

The City of Gallatin is requesting the following items be used in all signalization projects within their jurisdiction over the next three years where Federal and/or State funding are used.

- 1) **Traffic Signal Controllers:** Econolite Controllers ATC.
- 2) **Traffic Signal Communications:** EtherWAN Ethernet Switches including the EX73000 Series.
- 3) **Power Supply:** Phoenix Products including the TRIO3-PS/1AC/24DC/10 Series.

The above items are essential for synchronization with existing facilities. The City of Gallatin staff has been extensively trained to install, operate, maintain, program, troubleshoot, and repair these items. This allows technicians to quickly diagnose issues which reduces the time required to maintain the system overall and helps keep the system operational during heavy traffic times to ensure maximum capacity of the synchronized system. By utilizing these items as the standard for the City of Gallatin, there will be a cost savings in stocking replacement equipment and will result in faster and less costly repair. See attached letter for additional justification details of this request.

Approval of items for proprietary use does not guarantee state or federal reimbursement on the project. The local government agrees to comply with all current, applicable provisions of the Build America Buy America (BABA) requirements established under 23 USC 313 and 23 CFR 635.410.

I, Andy Barlow, Director of Traffic Design Division of the Tennessee Department of Transportation, do hereby certify that in accordance with the requirements of Procedures for Using Patented or Proprietary Products (SOP 1-5) that the patented or proprietary items listed above are essential for the synchronization of existing facilities.

Andrew Barlow (Aug 24, 2026 11:04:40 CDT)

Director of Traffic Design Division

Chief of Engineering

08/24/2026

Date



ENGINEERING DIVISION
BUILDING A BETTER TOMORROW

Steve Bryan, P.E.
Statewide Traffic Signals Engineer
Traffic Design Division
William R. Snodgrass Tennessee Tower, 20th Floor
312 Rosa L. Parks Avenue, Nashville, TN 37243

RE: City of Gallatin Proprietary Products for Signalization and Intelligent Transportation Systems (ITS)

Dear Mr. Bryan,

The City of Gallatin requests the approval to specify the following products for signalization and/or Intelligent Transportation Systems (ITS) projects.

- Traffic Signal Controller – Econolite Cobalt Advanced Transportation Controller (ATC)
- Network Switch – EtherWAN EX73000 Series
- Power Supply – Phoenix Contact TRIO3-PS/1AC/24DC/10

Traffic Signal Controller

The City of Gallatin currently owns and maintains more than 30 Econolite Cobalt ATC products. City staff have been trained to install, operate, maintain, and troubleshoot this product. Additionally, the City maintains a spare parts inventory for this product.

Network Switch

The City of Gallatin currently owns and maintains more than 25 EtherWAN EX73000 Series products. City staff have been trained to install, operate, maintain, and troubleshoot this product. Additionally, the City maintains a spare parts inventory for this product. Furthermore, the City's Information Technology (IT) department is familiar with these products.

Power Supply

The City of Gallatin currently owns and maintains more than 25 Phoenix Contact TRIO3-PS/1AC/24DC/10 products. City staff have been trained to install, operate, maintain, and troubleshoot this product. Additionally, the City maintains a spare parts inventory for this product.

Sincerely,

Jake Wilson
Assistant City Engineer- Capital Improvements
Engineering Division
City of Gallatin
633 Long Hollow Pike
Gallatin, TN 37066