



**Preferred Sales Agency, LTD.**  
Manufacturers' Representatives

## AEP West Line Sheet

Contact our  
Sales Team:

Bob Thompson  
President - PSA West  
(412) 251-3487  
bthompson@preferred-sales.com

Travis Bednarz  
President (Emeritus)  
(713) 301-7300  
tbednarz@preferred-sales.com

Cameron Colvin  
Territory Manager  
(740) 817-3513  
ccolvin@preferred-sales.com

Jim Halliday  
Territory Manager  
(505) 715-3402  
jhalliday@preferred-sales.com

Dave Seat  
Territory Manager  
(405) 249-3650  
dseat@preferred-sales.com

Brandon Hayes  
Territory Manager  
(405) 570-8060  
bhayes@preferred-sales.com

Collin Wright  
Territory Manager  
(281) 309-2711  
cwright@preferred-sales.com

Chyanne Dearing  
Customer Service Rep  
(918) 695-3643  
cdearing@preferred-sales.com

For more information, visit  
us online by scanning the  
QR code below with your  
phone's camera:



### AFL Global

Fiber optic cables, OPGW, ADSS, fiber management, fiberoptic hardware, complete FTTH package, fusion splicing, test & inspection equipment. Substation welded, bolted, and swage connectors. Substation bus, copperclad wire, Alumoweld wire, dampers, spacers, spacer dampers, formed wire. Transmission compression connectors and accessories. Distribution connectors and dead ends.



### Andax Industries

US Manufacturer of the OSHA / DOT compliant Transformer Containment Bags™ for Pole mount and Pad Mount transformers and cost-effective leak and spill control products. Innovates products for the leak and spill control, secondary containment, and emergency preparedness markets.



### Center Phase Energy

Emergency power restoration for investor-owned utilities, co-operatives, municipalities, and other industry participants. Provides experienced & well-trained project managers, construction coordinators, and QA specialists.



### Diversitech

Lightweight concrete composite transformer pads



### Dura-Line

Flexible conduit, fiber optic innerduct, cable placing equipment, cable pulling lubricants, cable cleaners, conduit spacers, cable racks



### Ensto

Insulation piercing connectors for LV, MV cables; full covered MV conductor system solutions



### Federal Pacific

Padmount and metal-enclosed switchgear, low and medium voltage dry-type transformers



### Galvotec

Aluminum, zinc, and magnesium cathodic protection anodes. Cathodic protection services, both galvanic and impressed current systems. BAC pin brazing system



### Hico America

Power transformers, shunt reactors, gas-insulated switchgear, STATCOM, battery energy storage solutions.



## Indel Bauru

Fuse Links



## MacLean Power Systems

Transmission and distribution pole line hardware, transmission and distribution insulators, substation insulators, stringing hardware, stringing equipment, automatics, connectors, arresters, cutouts, anchoring, grounding, fiberglass crossarms, fiberglass brackets, guy-strain insulators, crossarm braces, conductor hardware, and safety products



## Modular Connections Buildings

Concrete substation and telecommunication building systems including fully outfitted electric utility control buildings, fully wired telecommunication shelters, and FEMA361/ICC500 Storm Shelters. We will completely design, build, and outfit buildings to your specifications.



## Northern Transformer

Transformers: oil-filled station, 3-phase padmount, station service, grounding transformers, mobile transformers.



## Oldcastle Infrastructure

Substation cable trench and covers, ballistic walls, refractory firewalls, polymer boxes, pads, pedestals



## Ritz

Instrument transformers, 600V to 345kV, CT's, VT's, CVT's, solid insulated bus bar



## Southern States - Medium Voltage Distribution

Automated single and 3-phase reclosers with programable controls (SEL, others)



## TS Conductor

High efficiency, high capacity overhead conductor for transmission and distribution. Compatible with ACSR/ACSS tools and work methods.



## Valmont Utility

Steel, concrete, and hybrid transmission poles, steel substation structures, steel and concrete distribution poles; substation and transmission packaging, prefab substations.



## Vanguard Electric

HDPE/porcelain insulators, substation and distribution porcelain insulators, and padmount transformers.