



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

# Louisiana Line Sheet

Contact our  
Sales Team:

Heith McClendon  
President - PSA East  
(985) 687-4979  
hmccclendon@preferred-sales.com

Robert Russo  
Territory Manager  
(337) 772-8871  
rrusso@preferred-sales.com

Spence Willis  
Director of Entergy  
(601) 668-8088  
swillis@preferred-sales.com

Lacie LaGrone  
Customer Service Rep  
(903) 693-4466  
llagrone@preferred-sales.com

Rhonda Williams  
Customer Service Rep  
(903) 693-4466  
rwilliams@preferred-sales.com



## 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.



## Brief Relief

Safe, sanitary, and portable lavatory systems and waste bags that can be used in remote field installs.



## Diversitech

Lightweight concrete composite transformer pads



## 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, STAT-COM, battery energy storage solutions.

**HIGHLINE**  
Energy Products  
by Oldcastle Infrastructure

## Highline Energy Products

Handholes, underground enclosures, modular box, and duct systems. Polymer concrete, fiberglass, HDPE.

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





## MPS Inertia Line Products

---

Quality distribution switches, group operated switches & specialty switches through 69kV. Engineered switchgear and automation equipment solutions.



## 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.



## Midal Cables

Established in 1977, one of the world's largest suppliers of bare overhead aluminum & alloy conductors from Bahrain. ACSR, AAC, ACSSS, ACSS/TW, ACAR. ISO Certified with Buy American with RUS approval status.



## Northern Transformer

---

Transformers: oil-filled station, GSU, auto, station service, specialty power transformers, mobile transformers.



## Rainbow Technology

---

Chemical products for utility needs. Pole setting foam, fire ant sprays, wasp sprays, cleaners, lubricants, and safety equipment.



## Rauckman Utility

---

Wildlife mitigation products, meter pullers, specialty lineman's tools



## Richards Manufacturing

---

Network protectors & relays, pre-molded cold shrink 600A tees, splices, and 200A elbow connectors.



## Service Wire

---

Bare copper, insulated copper LV, and control cables. Cable management programs.



## Southern States

---

Group operated switches, phase over phase, switches, ground switches, motor operators, circuit switchers, load & line switchers, mobile substations, field services for retrofits or upgrades.



## TEK I.D.

---

TEK ID is a US-based manufacturer of electric utility graphics. TEK ID has supplied the electric utility industry for over thirty years with high-quality signs, labels, and tags for distribution, substation, transmission, and generation applications.



### **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 distribution poles; substation and transmission packaging, prefab substations.



### **Vanguard Electric**

---

Substation and distribution porcelain insulators