

PRINCIPAL SALES, INC.

Gary Hensley – President
P.O. Box 98
Orient, OH, 43146

Web Site: <http://www.principal-sales.com>
E-mail: gehensley@principal-sales.com

Phone: 614-580-5393
Weekday Fax: 614-877-0973
Weekend Fax: 606-928-0237

MANUFACTURERS REPRESENTED

Beckwith Electric Co. Inc.	
Engineered Solutions for Power System Protection and Control, System Voltage, Regulation & Reactive Support, Energy Efficiency and Power Quality.	Represent in Ohio and Kentucky
BriskHeat	
Single source for flexible electric surface heating, insulating, and control solutions. The largest variety of solutions for pipes, valves, tanks, hoppers, tubes, troughs, drums, pumps, and OEM applications.	Represent in Ohio, Kentucky, Indiana, West Virginia and Western Virginia including AEP & First Energy facilities.
C & C Industrial, Inc.	
An electromechanical maintenance services facility of all manufacturers of switchgear, circuit breakers, transformers and related electrical equipment.	Represent in Ohio, Kentucky, Indiana, West Virginia and Western Virginia
Critter Guard, Inc.	
Critter Line Guard and Critter Pole Guard products provide power companies a cost-effective means to provide power service that is less prone to costly animal interruptions.	Represent in Ohio, Kentucky, Southern Indiana, Western Pennsylvania, and West Virginia
Doble Engineering Co.	
Manufactures of specialized testing equipment and engineering services. Digital Relay Power System Simulators, Digital Circuit Breaker Analyzers, Sweep Frequency Response Analyzers, Insulation Analyzers, Moisture-in-Oil Sensors & On-Line Intelligent Diagnostic Devices	Represent in Ohio, Kentucky, part of Indiana and the Southern half of West Virginia
Dynamic Ratings, Inc.	
The DRMCC system provides Dynamic Rating, Monitoring Control and Communications for power transformers.	Represent in Ohio & Indiana
Empower	
Software package which provides the power industry users with a state of the art tool for maintenance scheduling, detailed record keeping, powerful search and retrieval of data and creation of management reports.	Represent in Ohio, Kentucky, Indiana, Western Pennsylvania and West Virginia
Innovative Environmental Technologies, Inc.	
Manufacturers of a low maintenance, non-mechanical drain containment system for substations utilizing a swellable polymer system that can contain both large and small spills. Products also are available for small spill cleanup.	Represent in Ohio and Indiana.

Instrument Transformer Equipment Corp.	
Instrument Current Transformers 600V – 161KV, Instrument Voltage Transformers 600V – 161KV. Slipover Current Transformers, Bushing Current Transformers, Generator Current Transformers, Split Core Current Transformers, Auxiliary Current and Potential Transformers, CT – VT Metering Units, Power Potential Units and Custom Design Transformers.	Represent in Ohio, Kentucky and Indiana
JSHP Transformer Co., LTD	
JSHP (JiangSu HuaPeng) Transformers Co., Ltd. manufactures quality, economical three-phase oil-filled transformers through 220kV. Extremely low failure rate with thousands of transformers in the field. Delivery times are the fastest in the industry.	Represent in Ohio, Kentucky and Indiana
Morgan Schaffer	
Morgan Schaffer Systems develops, manufactures and sells portable gas analyzers and on-line IEDs (Intelligent Electronic Devices) for the detection and monitoring of moisture and dissolved fault gasses in oil-filled electrical equipment. Products are sold worldwide to utilities and OEMs via a network of over 40 authorized agents.	Represent in Ohio, Kentucky, Indiana, AEP Operating Co's in Southern West Virginia, and the Western part of Virginia
Palmer Wahl Instrumentation Group	
Low cost fixed and portable thermal imaging cameras, ergonomically designed and easy to use for hot-spot diagnosis in a variety of applications.	Represent in Ohio, Kentucky, Southern Indiana, Western Pennsylvania, and West Virginia
Primax Technologies	
Leading manufacturer of state of the art DC and AC power conversion and back up equipment with the highest availability and versatility required by your critical industrial application.	Represent in Kentucky and Indiana
Samwha Capacitor Group	
Ceramic capacitors for utility and industrial applications.	Represent in Ohio, Kentucky, Indiana, West Virginia and Western Virginia including AEP & First Energy facilities.
TransGard Systems	
Protect your sensitive high-voltage substation equipment with a modular, easy-to-install fence system designed and engineered to deter unwanted animals.	Represent in Ohio, Kentucky, Southern Indiana
Transmission & Distribution Systems	
TDS provides transformer and circuit breaker leak seal solutions around the world. Their proven experience and commitment to excellent customer service has made them the leak-sealing company of choice in the power industry.	Represent in Ohio, Kentucky, Southern Indiana, Western Pennsylvania, and West Virginia