

# Central Moloney, Inc.

An ISO 9001:2000 Certified Company



Karen J. Barnett  
Sales Manager  
Western Region

October 1, 2007

To Our Valued Customers:

Central Moloney, Inc. is pleased to announce that Utility Sales Agents (USA) of North Texas, Inc. and FAPCo, LLC will now be representing Central Moloney in the state of Texas. USA of North Texas will be responsible for the northern part of the state and FAPCo will handle the southern part (see attached map for specific details of county responsibilities). As many of you may have worked with one or both of these organizations over the years, they probably do not need much of an introduction from me; however, I would like to provide you with the following contact information:

## USA of North Texas

12200 Ford Road, Suite 110

Dallas, TX 75234

972-243-0977

[www.utilitysalesagents.com](http://www.utilitysalesagents.com)

### Sales Agents:

Don S. Shirk, Jr. - [dshirkjr@usantx.com](mailto:dshirkjr@usantx.com)

Mike Lara - [mikeusawtx@aol.com](mailto:mikeusawtx@aol.com)

David A. Lara - [dlara@usantx.com](mailto:dlara@usantx.com)

### Inside Sales Support:

Dale Philibeck - [dphilibeck@usantx.com](mailto:dphilibeck@usantx.com)

Carla McKelvey - [cmckelvey@usantx.com](mailto:cmckelvey@usantx.com)

USA of North Texas has served as a manufacturer's representative in the electric utility market in Texas offering a diverse range of electrical products for more than thirty years.

## FAPCo, LLC

P.O. Box 312040

New Braunfels, TX 78131-2040

830-629-0813

[www.fapcollc.com](http://www.fapcollc.com)

### Sales Agents:

Frank A. Panebianco - [fapco@satx.rr.com](mailto:fapco@satx.rr.com)

Dwight Winborn - [fapco@satx.rr.com](mailto:fapco@satx.rr.com)

### Inside Sales Support:

Debbie Koepf - [fapco@satx.rr.com](mailto:fapco@satx.rr.com)

FAPCo was established by Frank A. Panebianco in 1992; however, Frank has 26+ years in the electric utility market - from lineman and substation construction to Operations Manager for a municipal and large cooperative.

Central Moloney is excited to have both of these organizations as a part of our sales force. They are part of an excellent team that works diligently to make Central Moloney an outstanding transformer and components manufacturer - a company that believes in putting its customers first. This change in representation will further support Central Moloney's commitment to providing the very best quality and service to our valued customers.

We look forward to working with you and would like to extend a personal invitation to each of you to visit both our Transformer Plant and Components Operation in Pine Bluff, Arkansas. Please let one of the agents listed above or me, personally, know how we can support you and your transformer requirements.

Sincerely,

*Karen J. Barnett*

Karen J. Barnett  
Sales Manager

