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NEW REGIONAL SALES MANAGERS

Pineville, Louisiana : This year DIS-TRAN Packaged Substations began dedicating additional resources to its Sales Representative Network and created a Regional Sales Team comprised of 5 Sales Managers, each with their own territory.



[John Halle](#) is our Midwest Regional Sales Manager. His territory includes most of Texas and extends north, as far east as Wisconsin. John joined DTPS in 2010 and is formerly DTPS' Business Development Manager. He has more than 15 years sales experience in the industrial and construction market. While at DIS-TRAN, he has been involved in many utility projects at PSE&G and CREZ, industrial projects in the Alberta Oil Sands, Bakken and Permian Basin oil fields, and over 100 generation (wind, solar, natural gas and nuclear) projects.



[Dan Rice](#) is our Southeast Regional Sales Manager. Dan covers Louisiana and Arkansas. His territory then extends east, as far north as Virginia, and south to Florida. Dan's been with the DTPS team since 2012. With more than 20 years of sales experience, he works with a wide variety of customers ranging from EPC, COOP's, Contractors, IOU's and Renewable Energy Developers. He is specifically focused on the High Voltage AIS market developing new and strategic customers. He loves the challenge of helping customers save time & money in the field by utilizing our Factory-Built Substation capabilities.



New to the DTPS team in 2017, [Bob Gray](#) joins us as our Northeast Regional Sales Manager. He covers Pennsylvania, New Jersey, and New York utility sales. His territory also reaches up to Maine and Atlantic Canada. He brings with him over 30 years of experience, as the owner of J.F. Gray & Associates, a Manufacturer's Representative firm focused on the sale of high voltage substation apparatus for a myriad of manufacturers including DTPS and DIS-TRAN Steel.

DTPS is still on the hunt for our Rocky Mountain/West Coast Regional Sales Manager. Once hired, they will cover the Texas panhandle, as well as the remainder of our western states.

DTPS is excited about its new sales strategy and the benefits this change will bring to both its sales representatives and its customers. To view a complete breakdown of DTPS' Sales Representative Network and territories visit www.distransubstations.com/contact.

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