



THE Breaker Buzz

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Group CBS Goes Big in the Midwest

GROUP CBS CONTINUES to plant roots in the Midwest with a series of acquisitions, expansions, and some reorganization taking place across the region.

“The Midwest is one of the heaviest industrial markets in the U.S.,” says Randy Roumillat, COO of GCBS. “We identified the need for local representation of GCBS affiliates, products, and services because companies like to do business in their own backyard. Through our acquisitions, GCBS has retained local management and personnel, many of whom have decades of experience in the electrical equipment industry. We are already seeing a lot of success in the short time we’ve been in the region.”

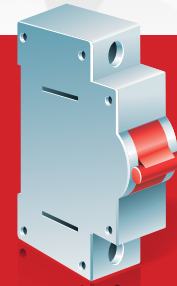


Continued on page 3

CBS ArcSafe Celebrates 10 Years of Enhancing Arc-Flash Safety

WHEN FINLEY LEDBETTER founded CBS ArcSafe in 2008, he’d already spent a few decades saving the world from arc-flash dangers. Ledbetter, CEO and chief scientist of Group CBS, began designing his first remote racking solution in the 1980s at the request of a longtime customer. As part of his research and development, Ledbetter looked at arc-flash incident reports from around the U.S. He saw the need for remote racking across all industrial segments, not just at electrical field service companies and utilities.

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GROUP CBS TRADE SHOW CALENDAR

DOBLE CIRCUIT BREAKER SEMINAR

JACKSON, MS

October 1–5, 2018

NSC CONGRESS & EXPO

HOUSTON, TX

October 20–26, 2018

THE VIEW FROM FLIGHT LEVEL 410

By *Finley Ledbetter*, CEO and Chief Scientist,
Group CBS, Inc.

No Summer Slowdown at GCBS



Between holidays, vacation time, and the heat, summer usually means a lull in business for many companies. But not within the Group. Our affiliates stayed busier than ever while still making time for their families during in the summer months.

GCBS continues to make big strides in the Midwest. Berthold Electric Power Services, which we acquired at the start of 2018, is now known as Circuit Breaker Sales. As you'll see in the article on page 1, the Chicago service center will relocate to Rockford, IL, and the existing Chicago building will be repurposed. CBS is also about to open a new service center in Detroit, which will be run by 30-year industry veteran Denise Green. Denise's knowledge and connections already are proving invaluable as CBS has several big customers already lined up in the market. Look for more consolidation around the Group as we plan to make a few smaller companies into bigger ones to increase synergy, reduce costs, and improve operational and managerial efficiency.

Further south in Houston, Circuit Breaker Sales & Repair is designing a new building that will be three times the size of the current facility. We expect it to be operational in the next two years. Meanwhile, the CBS building in Gainesville, FL, is undergoing a much-needed remodel. We're working on the upstairs first, outfitting the space with new furniture and an interactive conference center. Then we'll move downstairs, which will have a new office suite.

Traveling up the East Coast, CBSNE is expanding with a new service shop in Western Pennsylvania, which is about a six-hour drive from their Connecticut headquarters. We also congratulate Kaylee Lavorgna and Tom Socha of CBSNE for receiving a degree in business administration and BS in electrical engineering, respectively. I traveled to Connecticut in June to attend their graduation picnic. GCBS participated in the tuition assistance program for these two fine young


people, and we look forward to seeing all they will accomplish.

Just as we welcome new talent, sometimes we have to say goodbye to it. José Febres is leaving GCBS to go to SPX and work for their Latin American operations. Good luck to José going forward. We will miss him.

We need everyone to keep pulling on the rope equally. If one person lets go, we'll feel it across the entire Group because each company relies on the others for materials, logistics, and expertise.

Finally, take a look at page 3 to see big things happening at the new vacuum interrupter manufacturing (VIM) facility. Congratulations to Jerod Day, Bryce Sollazzi, Riley Ledbetter, and John Toney for getting things up and running. Please be welcome to come by Denton, TX, for a tour. We've learned a lot and had fun throughout this entire process. The Group truly is disrupting the industry with our proprietary VI reconditioning process and state-of-the-art manufacturing operations.

All of this hard work from our teams is paying off — the Group is on track for its best year yet. We need everyone to keep pulling on the rope equally. If one person lets go of that rope, we'll feel it across the entire Group because each company relies on the others for materials, logistics, manpower, and expertise. That's why it's so important that every affiliate operate smoothly and efficiently.

As we say goodbye to summer and welcome fall, let's all work together so that everyone benefits from the continued success of GCBS. 

Group CBS Goes Big in the Midwest

Continued from page 1

GCBS aims to expand its customer base in Iowa, Missouri, Indiana, Ohio, Michigan, Wisconsin, and Illinois. To facilitate and centralize this process, the Chicago area will act as a major hub for Circuit Breaker Sales Co., Inc. Berthold Electric Power Services, acquired in January 2018, will now operate as CBS. CBS is repurposing its existing facility in Elgin, IL, into a full-service office, shop, and warehouse stocking extensive inventory from Advanced Electrical & Motor Controls Inc.


Meanwhile, CBS's Chicago service center will move from Elgin to Rockford, IL. The new location will continue to specialize in quality maintenance, service, repair, remanufacturing, and testing of low- and medium-voltage switchgear and breakers.

But it isn't just Chicago getting all of GCBS's attention in the Midwest. CBS continues to operate its St. Louis service center from Pinckneyville, IL. CBS is also adding Detroit to its roster with a service center managed by industry veteran Denise Green. Green spent 23 years at Detroit Apparatus and another six years at Electric Power

Systems, overseeing field service and breaker shops at both companies. Her extensive experience and name recognition in the Detroit area will open many doors for CBS.

"The Detroit Apparatus Service Center allows customers in the utility, automotive, and other manufacturing industries to keep their electrical equipment closer to home, rather than having to ship parts all the way across the country to get repaired or serviced," Green says.

And let us not forget the booming business in Crown Point, IN — CBS's first Midwest location. After only one year, the facility is operating near capacity.

GCBS's Midwest expansion demonstrates our commitment to expanding our affiliates' proven experience in electrical apparatus sales, service, testing, and engineering throughout the U.S. 




Denise Green will manage CBS's Detroit Apparatus Service Center.

VI, Inc., Puts Finishing Touches on New Manufacturing Facility

VACUUM INTERRUPTERS, INC.'S new VI manufacturing facility in Denton, TX, is getting ready for prime time. Recent updates include the completion of the clean room and furnace for VI assembly, as well as the radiation-shielded enclosure for VI contact conditioning. As of August 2018, the VI, Inc., team has completed its first series of design tests and has started two more models for other applications.

"We are currently focused on 7.2 kV/400 A contactor designs and are also preparing to take our first contactor VI to a high-power test lab for certification," says Julia Neves, president of VI, Inc.

Along with being the only new VI plant built in the U.S. in the past 40-plus years, the Denton facility plans to use a proprietary process to recondition and extend the usable life of aging VIs that rely on a vacuum-sealed environment. 



Jerod Day and Bryce Sollazzi prepare subassemblies at the new furnace for VI, Inc.'s first vacuum interrupter design.

CBS Nuclear Commits to Safety With Successful NUPIC Audit


By Scott Peterson, President, CBS Nuclear Services



CBS NUCLEAR SERVICES has successfully completed its audit with the Nuclear Procurement Issues Committee (NUPIC). The organization, whose members include all domestic U.S. nuclear utilities, performs audits every 30 months on qualified nuclear-safety-related suppliers.

This audit was our first as a supplier of 1E parts, and CBS Nuclear will now be listed not only as a vendor for breaker refurbishments and field service but also as a parts supplier. During the NUPIC audit, which discovered no discrepancies or findings, five representatives from five different utilities spent four days at CBS Nuclear's Matthews, NC, facility. They went through all aspects of our quality assurance (QA) program, a process that included reviewing records of every project we've done in the past three years, observing 1E work performed in our shop, and interviewing technicians.

The representatives were very impressed with our team's quality of work and our respect for the nuclear-safety culture they seek in vendors. We'd like to recognize Curt Culver, our QA manager; Phil Kragness; Josh Duncan; and the rest of the CBS Nuclear technicians for their hard work and their dedication to our QA program and our reputation in the nuclear industry. We spend several hundred hours every year maintaining our QA program, which includes an annual evaluation from an independent auditor outside of the NUPIC audit. A QA program is only as strong as its weakest link, and our chain is robust.

CBS Nuclear is one of the few non-OEM breaker shops in the country to have a 10 CFR Appendix B program that is NUPIC-audited and trusted to work on nuclear-safety-related power circuit breakers. 


CBS ArcSafe Acquires MarTek Limited

THE ACQUISITION INCLUDES THE ADDITION OF THE CHICKEN SWITCH® PRODUCT FAMILY TO CBS ARCSAFE'S LINEUP OF REMOTE RACKING AND SWITCHING SOLUTIONS

CBS ARCSAFE HAS ACQUIRED select assets of MarTek Limited. MarTek manufactures the Chicken Switch®, a device designed to remotely operate control switches and low- and medium-voltage circuit breakers. The company also makes products that remotely rack common circuit breakers and motor control centers (MCCs), in addition to remote operators for disconnect handles on a variety of MCCs.

"MarTek's products will strengthen CBS ArcSafe's ability to provide our customers with quality products that increase the safety of technicians and service personnel," says Ashley Ledbetter, president of CBS ArcSafe. "MarTek will also benefit from larger sales and service support offered by the Group CBS, Inc., family of affiliate companies."

Although MarTek will operate as CBS ArcSafe, it will continue operations at its facility in Charleston, WV, with existing personnel under the direction of MarTek principal Russ Safreed, PE.

Details of the transaction were not disclosed. To discuss joining Group CBS's family of electrical equipment supply, service, and engineering companies, contact Randy Roumillat at 972-250-2500, or visit GroupCBS.com. 



The Chicken Switch remotely operates control switches and low- and medium-voltage circuit breakers.

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CBS ARCSAFE CELEBRATES 10 YEARS OF ENHANCING ARC-FLASH SAFETY

Ledbetter started with the most common rotary-style switchgear and then expanded into the extractor style. “As time went on, our customers’ customers saw remote racking units and asked where they could get one,” recalls Greg Davis, manager of customer support and international sales. “Some were sold off the back of the service person’s truck at the end of a job. I know because I talked with a field service customer who did exactly that.”

Ledbetter selected his daughter, Ashley, to manage CBS ArcSafe. Prior to joining the company, where she serves as president, the younger Ledbetter worked as a certified paramedic. “You could say that people’s health and safety have always been part of my DNA, especially when you consider that our main goal at ArcSafe is to prevent arc-flash injury,” she says. “Having grown up in the electrical equipment business, I’ve seen the numerous innovative ways my father has helped customers meet their needs.”



ASHLEY LEDBETTER, PRESIDENT, AND TOMMY PHILLIPS, VICE PRESIDENT



Davis, who joined CBS ArcSafe in early 2009 as a field service representative, can attest to Finley Ledbetter’s creativity. “Whenever I returned to the shop, I’d tell Finley what the customer needed,” Davis says. “Then I would come back from the road and find out that Finley had engineered the solution to match the customer’s specific remote racking needs, along with a couple of improvements.”

Today, as CBS ArcSafe celebrates its 10th anniversary, the company manufactures approximately 1,000 products that work with some 600 types of breakers, switches, and other electrical equipment. It also develops dozens of new products each year. “Ten years later, we still get phone calls and emails on a regular basis asking for a remote racking, extraction, or switching solution for a new switchgear lineup or hard-to-find breaker,” Davis says.

In the past decade, CBS ArcSafe solutions have won 12 product of the year awards from a variety of industry publications. “CBS ArcSafe’s diverse, award-winning product range and superior equipment training services have positioned us as the electrical industry’s leader for remote racking and remote switching solutions,” says Ashley Ledbetter. “Our reach is increasingly global and varied as well, from offshore support vessels in the Middle East to mining operations in the Arctic Circle.”

The recent acquisition of MarTek Limited, manufacturer of the Chicken Switch remote switch/breaker operator, further strengthens ArcSafe’s commitment to electrical safety. And on-site demos show customers firsthand how CBS ArcSafe protects technicians from arc-flash danger when they are installing and removing breakers.

“None of these achievements would have been possible without Finley’s ingenuity and the incredibly talented team we’ve built since 2008,” Ashley Ledbetter says. “Our engineers, sales personnel, and support staff are all driven to develop arc-flash mitigation equipment using the latest technology and highest-quality components because at the end of the day, we want everyone to return home safely to their families.”

An original prototype from the 1980s is shown next to the current RRS-1 remote racking system.




WES Ventures to Sacramento

By Jason Bontrager, Marketing & Sales/Customer Relations, Western Electrical Services

WESTERN ELECTRICAL SERVICES, INC., is pleased to announce the grand opening of our newest location, in Sacramento, CA. Serving as WES's Northern California hub, the office will house an already growing inside sales department.

Heading up this location is well-known industry professional Kevin "K.J." Pietrucha. K.J. joined WES on July 1, 2018, and has more than 24 years of experience in the new and aftermarket low- and medium-voltage electrical equipment industry. He has provided consistent, reliable electrical and control solutions for a wide range of clients in the commercial, industrial, and agricultural markets.

If you or your customers in the region have needs related to low-voltage air circuit breakers, molded case circuit breakers, or motor control centers, contact KJ at 888-395-2021, 916-532-0946, or KPietrucha@WesternElectricalServices.com. 



Kevin "K.J." Pietrucha

CBS Northeast Expands to Pennsylvania


CIRCUIT BREAKER SALES NE Inc. (CBS Northeast) will open a new facility in western Pennsylvania to address market demand for power distribution equipment and related services. "In 2018 we did a significant amount of business in Pennsylvania, primarily for government institutions and utility companies," says John Namnoum, president of CBS Northeast. "But being six hours from our headquarters in Seymour, CT, pushed our ability to service customers."

The new building's location hasn't been finalized, but it will be in or near Johnstown, PA, about 70 miles east of Pittsburgh. "Distributing products directly from Vacuum Interrupters and CBS ArcSafe in this market provides strong brand recognition, which opens the door for our salespeople to discuss the services offered by CBS Northeast," Namnoum says.

The company's full range of services will be available through the Pennsylvania facility. These services include remanufacturing, reconditioning, and repair of all types of electrical equipment; life-extension retrofit and retrofill upgrades; and emergency field services.

Dan Wilson will manage the Johnstown shop. Wilson started at CBSNE four years ago as a mechanic and is currently the breaker supervisor, overseeing the company's largest department.

"Dan has handled every challenge we've given him, and we believe he is ready for this next step," Namnoum says. "Dan's

promotion also shows other employees at CBS Northeast and throughout Group CBS that if you work hard, there are many opportunities to be successful." 



Dan Wilson


CBS Northeast Launches Tools for School Program

By John Namnoum, President, Circuit Breaker Sales NE Inc.

WHEN A CBS NORTHEAST employee was out on disability around this time last year, we filled a backpack with school supplies and sent it over to his house for his child. The gift was so well received that our vice president of sales, Tim Kelly, suggested we do that for all the employees' children.

So this year we created a committee that expanded on Tim's idea and called the program "Tools for School." The committee was headed up by Amanda Wilson and Matt Moran, who went to the local schools and requested supply lists for different ages. With the lists in hand, Amanda and Matt searched the internet and local discount stores for supplies. They also used CBSNE's promotional drawstring backpacks and reusable water bottles as part of the school supply packages.

On the day of the event, Amanda and Matt, with the assistance of Melissa Millette, turned the CBSNE training room into a distribution center, where tables formed a horseshoe piled high with supplies. The kids came in with their parents, picked up their backpack, and then continued around the tables to select their goods while CBSNE managers assisted them. The day provided a great opportunity for the kids to see where their parents worked and meet the bosses.

After they gathered their supplies, the young students enjoyed refreshments and tried out their new tools on coloring pads. We all had fun watching them have fun. 



GROUP CBS AFFILIATES**Advanced Electrical & Motor Controls Inc. | AEAMC.com**

Advanced Electrical & Motor Controls is a certified UL508A industrial control panel builder and specialist in the sales and service of insulated case circuit breakers, molded case circuit breakers, bolted pressure switches, panelboards, switchboards, motor control, bus plugs, bus ducts, and renewal and replacement parts.

Irving, TX — Ph: 800-289-2757

CBS ArcSafe, Inc. | CBSArcSafe.com

Remote racking systems, remote switch actuators, and handheld motorized racking tools for low- and medium-voltage switchgear.

Denton, TX — Ph: 877-4-SAFETY

CBS Nuclear Services, Inc. | CBSNuclear.com

Specializes in shop and on-site field servicing of Class 1E safety-related low- and medium-voltage switchgear and circuit breakers. Also services industrial and non-nuclear-related circuit breakers and related switchgear and substations.

Matthews, NC — Ph: 704-882-1875

Circuit Breaker Analyzer, Inc. | CBAnalyzer.com

Providing new circuit breaker testing methods that utilize vibration analysis combined with internet data transfer and sophisticated condition-based analysis to determine the condition of all types of circuit breakers.

Farmers Branch, TX — Ph: 972-290-0074

Circuit Breaker Sales Co., Inc. | CircuitBreaker.com

World's largest inventory of low- and medium-voltage circuit breakers and parts. Also offers CBS MagVac magnetic latching medium-voltage breakers and Tough Duty Power/Vac® roll-in replacement breakers. Regional service centers provide repair, remanufacture, upgrade, and life extension of electrical equipment, in addition to preventive maintenance and emergency on-call services.

HEADQUARTERS: Gainesville, TX — Ph: 800-232-5809

REGIONAL SERVICE CENTERS:

Chicago Service Center

Rockford, IL — Ph: 847-697-8720

Detroit Apparatus Service Center

Detroit, MI — Ph: 734-357-8005

Florida Service Center

Lakeland, FL — Ph: 863-646-5099

Midwest Service Center

Crown Point, IN — Ph: 219-213-2095

Circuit Breaker Sales & Repair, Inc. | CBSalesAndRepair.com

Servicing the Gulf Coast with shop or field service, repair, upgrade, or replacement of power system apparatus.

La Porte, TX — Ph: 281-479-4555

Circuit Breaker Sales NE, Inc. | CircuitBreakerSalesNE.com

A leader in providing power distribution products and services, specializing in life-extension services, and offering an expansive inventory of new, surplus, and reconditioned circuit breakers, switchgear, motor control, transformers, and other power apparatus.

Seymour, CT — Ph: 203-888-7500

Johnstown, PA — Ph: 203-888-7500

Circuit Breaker Sales Southeast, Inc. | CBSSEsoutheast.com

CBS Southeast provides sales and repair, upgrade, reconditioning, and life-extension services of utility-industrial circuit breakers, motor controls, switchgear, substations, transformers, and other electrical equipment.

Gonzales, LA — Ph: 225-673-2278

Circuit Breaker Store, Inc. | CBSStore.com

Your online source for all Group CBS products; a powerful solutions provider with a specialty vendor network that can supply factory new, surplus new, and reconditioned circuit breakers, electrical distribution, control equipment, parts, and remote racking equipment.

Gainesville, TX — Ph: 855-227-8673

Solid State Exchange & Repair, Inc. | SolidStateRepair.com

Quality, reliable, on-time service and support for all brands and types of solid state power electronics, including circuit breaker trip devices, protective relays, motor overload relays, and rating plugs.

Denton, TX — Ph: 877-TRIP-FIX (874-7349)

Transformer Sales Co. | CBSales.com/transformers/index.htm

Offers a complete line of new, surplus, and reconditioned dry-type, cast-coil, and liquid-filled power transformers from 1000 to 5000 kVA with primary voltages from 2400 V to 34.5 kV.

Gainesville, TX — Ph: 940-665-4484

Vacuum Interrupters, Inc. | VacuumInterruptersInc.com

Provides replacement vacuum interrupters, MAC-TS4 predictive vacuum interrupter and CBT-1201 for circuit breaker test sets, and new replacement encapsulated poles for Power/Vac® circuit breakers.

Farmers Branch, TX — Ph: 214-442-5877

Western Electrical Services, Inc. | WesternElectricalServices.com

Serving the Western U.S. with on-site electrical testing and maintenance, electrical engineering studies, and sales, repair, upgrade, and life-extension services for circuit breakers, switchgear, motor controls, and transformers. Also custom manufacturing of engineered and reversed-engineered parts.

HEADQUARTERS: Phoenix, AZ — Ph: 888-395-2021

REGIONAL SERVICE CENTERS:

Chino, CA

Sumner, WA

Reno, NV

Sacramento, CA

Salt Lake City, UT

Vancouver, WA