



THE Breaker Buzz

Providing Electrical Solutions Worldwide VOL XIII

SEPTEMBER 2016

High-Voltage Testing Lab Opens at Vacuum Interrupters, Inc.

SPECIALIZED INSTRUMENTATION EVALUATES AND CERTIFIES SYSTEMS FROM LOW- AND MEDIUM-VOLTAGE ELECTRICAL EQUIPMENT TO ELECTROMAGNETIC INTERFERENCE COMPLIANCE.



VACUUM INTERRUPTERS, INC., has opened the High Voltage Test Laboratory (HVLAB), a one-stop shop for the electrical, mechanical, and environmental testing and certification of low- and medium-voltage electrical equipment and apparatus.

“There are only a few testing laboratories in North America, such as Underwriters Laboratory and Intertek, with the capability to do these tests,” says Julia Neves, president of Vacuum Interrupters, Inc. “Our new HVLAB can do everything from high-impulse testing of medium-voltage equipment to testing electronics for electromagnetic interference (EMI) compliance. Manufacturers and operators of electrical equipment

Continued on page 3

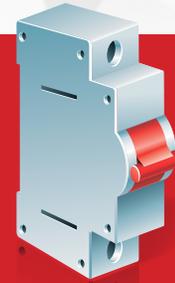
Group CBS to Launch Electrical Training Institute in Fall 2017 for Next-Gen Techs

STUDENTS WILL RECEIVE HANDS-ON TRAINING ON CIRCUIT BREAKER TESTING AND REPAIR.

By Bobby Carpenter, General Manager, Circuit Breaker Sales Co., Inc.

THE U.S. DEPARTMENT of Labor projects the country will need 20% more electrical workers by 2022. Group CBS is preparing for this increase with the new Electrical Training Institute (ETI), hosted at the CBS ArcSafe Institute in Denton, TX.

Continued on page 5



INSIDE THIS ISSUE

Page 2

When the Right Opportunity Knocks, Group CBS Answers

Page 4

AEAMC Custom Breaker Kit Lowers Cost, Downtime

Page 6

Catch CBS ArcSafe's Remote Racking Webinar on Demand

Korean Power Plants Turn to CBS ArcSafe Following Deadly Arc Flash

Page 7

Western Electrical Services Adds California to Roster

Page 8

Stop Committing Sales Sins

Page 9

CBS Nuclear Deals a Solid Hand at EPRI Meeting

CBS Southeast Strengthens Presence on Gulf Coast

Page 10

VI MAC Demo Makes the Grade for East Coast Utility

CBS' Successful Summer

Page 11

IEEE T&D Show Drives Traffic for Group CBS

Finley Ledbetter Receives NETA Award

Page 12

Group CBS Affiliates

Trade Show Calendar

THE VIEW FROM FLIGHT LEVEL 410

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

When the Right Opportunity Knocks, Group CBS Answers



GROUP CBS SEES several business opportunities each month, and we have been virtually overwhelmed with them the last year. We look at many deal acquisitions and mergers to help strengthen our core, but we act on few of them. We are incredibly lucky to be in the business, financial, and physical shape we are in given this day's economy.

It is my job to safeguard that and keep all the balls in the air — and keep all the feet firmly planted on the ground.

We have made great progress since our last newsletter, completing our own High Voltage Test Laboratory (HVLAB) and beginning to work on adding high-power capability. GCBS has started plans to build vacuum interrupters and bring this vitally needed product back to the United States, where it has been brain drained away from us all. Additionally, we have several new products to release this year that will add more to all GCBS sales and help keep us on the forefront of innovation in our industry.

Our start-up in the Midwest is underway, and we will be able to make an announcement in the next Buzz. Also look for some changes in Group structures and succession planning that will add people in the right places to keep momentum going over the next 20+ years.

It has been a good year so far. Let's all keep the focus and effort that it takes to close out 2016 and again grow the show and keep stacking up the chips. We need to be the force in our industry we all expect to be, year in and year out.

In closing, you see this image of a great man's tombstone. Let's all stay diligent and safe in our personal lives and professional lives. Every fatally injured technician or mechanic in our field thought he was safe and thought he would go

home to his family that night. I know several who did not. Everyone needs to search inside and find ways to help protect all of our employees. After all, it comes down to what Group CBS is all about: the people and their families.



Here rests
**PANCRAZIO
JUVENALES**
1968-1993

He was a
good husband,
wonderful father
but a bad electrician

NEMA Updates Water-, Fire-Damaged Equipment Evaluation Guidelines

AS FIRES RAGE across western states and devastating floods continue to affect thousands in Louisiana, the National Electrical Manufacturers Association (NEMA) has published new editions of its safety guides and has supplied hundreds of copies to emergency management officials, building code officials, and electrical professionals in Louisiana and California.

The NEMA guides, "Evaluating Fire- and Heat-Damaged Electrical Equipment" and "Evaluating Water-Damaged Electrical Equipment," provide important advice on the safe handling of electrical equipment that has been exposed to fire or water, respectively, and outline items that will require complete replacement or that can be reconditioned by a trained professional, such as your field and shop technicians at Group CBS companies. The guides are free and available for download on NEMA's website. 



High-Voltage Testing Lab Opens at Vacuum Interrupters, Inc.

Continued from page 1

from insulating bushings to bucket trucks need this service for regular compliance certification, and we look forward to helping them achieve compliance and thereby improve worker and equipment safety."

The new HVLAB is equipped with specialized test equipment and measuring instrumentation to evaluate and certify low- and medium-voltage electrical equipment such as circuit breakers, switchgear, insulators, transformers, power cables, arrestors, capacitors, pole-line hardware, bucket trucks, and vacuum interrupters.

Vacuum Interrupters, Inc., and Group CBS, Inc., are working to add high-power capabilities. Look for this to be certified and available in 2017.

The laboratory also can perform a wide variety of electrical and mechanical tests, including:

- Partial Discharge
- Radio Interference Voltage – RIV
- Electromagnetic Interference
- Visual Corona
- Dry Lightning Impulse Critical Flashover and Withstand
- Chopped Wave Impulse
- Dielectric Breakdown - Dielectric Withstand
AC Short-Term & Long-Term Withstand
- Temperature Rise
- Vibration
- Accelerated Life Testing
- Speed, Velocity, & Motion
- ... And More



Vacuum Interrupters' experienced staff will work with customers to develop the appropriate tests for their equipment. Our experts also can assist in the redesign and modification of previously certified or never-certified electrical equipment used in life-extension upgrades. Engineering and technical services are available to assist in certification, design, and mitigation of results for all types of electrical insulating systems.

Tests are performed to ANSI, IEEE, NEMA, and other national and international standards. Calibration of all test equipment and measuring instruments is traceable to National Institute of Standards and Technology (NIST).

For more information, visit VacuumInterruptersInc.com/testing-laboratory/index.htm, email Info@VacuumInterruptersInc.com, or call 214-442-5877. 

AEAMC's Custom Circuit Breaker Retrofit Kit Extends Office Campus Electrical System by 30 Years

UPGRADES TO THE GROUND FAULT RELAY SYSTEM AND INTERLOCKS SAVE ON COSTS, DOWNTIME.

By David Muir, Vice President, Advanced Electrical & Motor Controls, Inc.



Beautiful on the outside, but danger within: Failing ground fault relay system and interlocks lurked at the Water Garden office campus in Santa Monica, CA.

THE WATER GARDEN office campus in Santa Monica, CA, projects power and sophistication with its eight neoclassic buildings, lushly landscaped grounds, and beach and mountain views. But a major electrical problem lurked within that could have spelled catastrophe for the facility.

As part of its regular maintenance service plan in managing the Water Garden, ABM Electrical Power Services conducted a short-circuit study on the 25-year-old electrical system. The study revealed a higher-than-normal failure rate in the ground fault relay (GFR) system and interlocks. Unless there is a functioning circuit breaker to interrupt this condition, the results can be disastrous, including loss of property, equipment, and life.

Advanced Electrical & Motor Controls, Inc. (AEAMC), in collaboration with ABM, addressed the problem by providing a high-quality, cost-effective solution for upgrading the GFR system and interlocks.

CREATING A CUSTOM FIT

A short-circuit study analyzes the electrical system to determine the magnitude of current flowing through an

electrical fault. These values are compared to the equipment ratings. After these values are determined, a protection-coordination study is performed to determine the optimal ratings and settings for the power system's protective devices. Short-circuit and protection-coordination studies generally consists of several steps, including data collection, one-line diagram, computer analysis, tabulation, and final report.

Upon completing the short-circuit and protection-coordination studies, ABM determined that the best solution for the failing GFRs was to upgrade the circuit breakers to all solid-state LSIG protection. (LSIG stands for long time, short time, instantaneous, and ground fault.)

Based on AEAMC's recommendation, ABM selected the GE Spectra series and Power Break II circuit breakers. However, ABM had to overcome a major hurdle. Because of its age, the GFR system could not accept the new modern-style breakers without completely upgrading the infrastructure. This would have more than doubled the cost of repairs. AEAMC provided a simple, inexpensive solution that would allow the installation of the solid-state circuit breakers.

AEAMC designed custom installation kits for the various switchboards, including a single- and group-mounted design. The main Pringle switches were upgraded with GE Power Break II circuit breakers, reducing the opening and closing speed of the units. The breakers' EntelliGuard Trip Unit features the Reduced Energy Let-Through (RELT) function. This reduces the arc-flash incident energy levels, which allows maintenance personnel to work safely on the equipment.

The existing GE Armor-Clad bus plugs had similar issues. The original system used an external GFR that was no longer reliable. AEAMC manufactured a retrofit kit that would allow installation of a new GE Spectra circuit breaker with integral ground fault. The retrofit only needed new bus adapter kits and did not require any modifications to the bus plug itself.

Group CBS to Launch Electrical Training Institute this Fall for Next-Gen Techs

Continued from page 1

As part of a two-year full-time apprenticeship program starting fall 2017, full-time students will split their time between the classroom and hands-on training at a new equipment and testing lab.

Each year, this paid apprenticeship program will graduate about 10 midlevel techs and mechanics, who will be offered a position with a Group affiliate.

For more information on ETI, contact Bobby Carpenter at 469-867-5897 or bcarpenter@groupcbs.com.



A view of the original Pringle switch before (above) and the retrofit with GE Power Break II circuit breakers (below).



COMPETITORS' SOLUTIONS (OR LACK THEREOF)

ABM solicited equipment design solutions from other vendors. The competition's solution involved upgrading the entire infrastructure in order to install the new equipment into the aging system. Other competitors, meanwhile, told ABM there was no other solution.

By accepting Advanced Electrical & Motor Controls' solution instead of replacing the GFR system and interlocks with new equipment, ABM realized a 58% savings on equipment costs alone.

AEAMC's commitment to quality and value saved our customer several hundred thousand dollars, prevented unnecessary downtime, and extended the life of the electrical system another 30 years.



East Meets West on the Diamond

Representatives from Group CBS's alliance partners in China take in baseball and brews at a Texas Rangers game.



**VIRAL
VIDEO**

Catch CBS ArcSafe's Remote Racking Webinar on Demand!



Despite preventive measures such as industry standards, safety practices, and mitigation techniques, arc-flash incidents occur daily. As such, an additional fail-proof level of protection is necessary to keep personnel out of harm's way.

Remote racking and remote switching systems offer an affordable, effective way to improve worker safety and stay compliant with updated safety standards. Watch CBS ArcSafe's recent webinar on how these systems effectively prevent electrical arc-flash casualties.

Korean Power Plants Turn to CBS ArcSafe Following Deadly Arc Flash

RRS-1 AND RRS-2 DEMOS SHOW TECHNICIANS HOW TO MITIGATE FURTHER DISASTERS.

By Martin Lee, Sales Representative, Korea, Group CBS, Inc. .

IN JUNE 2016, an arc-flash incident at a power plant in Korea killed two employees and hospitalized another one. The plant reached out to Group CBS, Inc., in order to prevent the same thing from happening again.

The facility has 10 electric rooms, six of which use Vitzrotech (VT) extraction-style vacuum circuit breakers (VCBs). The other rooms use screw-type breakers from LS and SDE. The accident occurred in another room using VT VCBs with extraction type.

Plant management requested demos of CBS ArcSafe's RRS-1 and RRS-2 remote racking systems. News of the arc-flash incident spread quickly, as a second power plant in Korea requested that we make a presentation on the RRS. That facility also has 10 electrical rooms, which are equipped with VT, SDE, and old Westinghouse breakers. 

Top: One of the electric rooms at a power plant that experienced an arc-flash. Bottom: Martin Lee makes a presentation to another power plant about the RRS.



Western Electrical Services Adds California to Roster

NEW EMPLOYEES AND ADDITIONAL EXPANSION PLANS FURTHER SOLIDIFY THE AFFILIATE'S GROWTH.

By Craig Archer, President, Western Electrical Services, Inc.

THE GROWTH SPURT at Western Electrical Services, Inc. (WES), continues! WES has opened an office in Southern California with a 5,800-square-foot facility in the city of Chino. The new location will bring all Group CBS, Inc., products and services to the Los Angeles market.

WES's newest facility in California represents our fifth location and is part of our expansion plans in the western United States. Although WES has had sales and support offices in Southern California for the past few years, the Chino facility expands the area for electrical equipment testing, repairs, and inventory. It will allow WES to provide testing and emergency service to the region in addition to equipment sales.

Meet the team members operating out of California:

- **Mike Kelly, Sales Representative:** Kelly joined WES after a stint as a Southern California salesperson for Circuit Breaker Sales Company, Inc., and has been with us for two years. He previously worked at General Electric and Southern California Edison. Kelly offers many years of equipment sales and service experience.
- **Steve Warren, Field Services Area Manager:** Warren comes from WES's facility in Vancouver, WA, and has been with the organization for several years. He brings with him extensive industrial electrical engineering experience.
- **Matt Wallace, Southwest Regional Field Services Manager:** Wallace comes from the critical power environment to lead WES's Field Services Organization throughout the entire Southwest. Offering approximately 20 years of NETA testing experience, Wallace primarily has focused on the commissioning of data centers as an engineer and project manager.

WES also is excited to announce that it will be a major sponsor of PowerTest, February 27–March 3, 2017, in Anaheim, CA, and will provide open-house facility tours. Additionally, we will be a sponsor of the Electrical Safety, Reliability and Sustainability Conference & Exhibition, April 6–9, 2017, in Newport Beach, CA.

With these talented individuals and our strong presence at upcoming industry events, we hope to take the SoCal market by storm!

MORE EXPANSION, MORE PERSONNEL

WES has hired even more personnel to accommodate our expanding business. Joel Wilbur is the new field supervisor for the Vancouver Field Service group in Washington, where he will put to good use his 15 years of NETA testing experience. Wilbur's primary focus has been based on advanced protection and controls in the transmission and distribution markets.

Meanwhile, two new staffers have joined the Phoenix Field Service group. Field technician Justin Hall served six years in the U.S. Navy as a nuclear electrician's mate. While aboard the nuclear aircraft carrier USS Enterprise, Hall specialized in maintenance, troubleshooting, and repair of electrical equipment.

Serving as the new field supervisor in Phoenix, Mario Clyne is a seasoned relay test technician with about 15 years of electrical testing experience. He has focused on advanced protection and controls in the transmission and distribution field.

In addition to the new hires, WES is looking into adding warehouse space in Phoenix in the near future to allow the shop facility to grow from its current capacity. WES's continued growth may not be easy but worthwhile achievements seldom are. 



(L to R) Mike Kelly, Matt Wallace, and Steve Warren will staff WES's new office in Chino, CA.

Are You Committing These 10 Sales Sins?

SHUN THE BAD HABITS THAT MAKE CUSTOMERS WEARY AND SABOTAGE YOUR SELLING EFFORTS.

By Bill Schofield, Vice President, Group CBS, Inc.

WHEN IT COMES to making a sale, many of us rely on what we believe are tried-and-true tactics. But are these techniques truly effective? You could be committing sales sins without even recognizing them. Before making your next sales pitch, consider these 10 bad sales habits to avoid.

1. Narcissism.

You know just how important every sale is to your company — whether the next prospect means being able to make rent that month or puts you over the top on a sales goal. But the hard truth is that your customer probably doesn't care about you or your company. If your sales pitch focuses on anything other than the customer's wants and needs, you're likely starting off on the wrong foot.

2. Overtalking.

You have two ears and one mouth for a reason — you should listen twice as much as you speak! One favorite interview tactic when hiring a sales rep is to place a pen on the table and ask the rep to sell that pen. What happens most of the time is the rep blabs on and on about how great the pen is. The most effective strategy is so much simpler. Great salespeople ask, "Do you need a pen?" If you're talking about things that don't matter to your prospect, you may just be making noise.

3. Never asking questions.

Here's a secret: If you're asking the questions, you're likely in control of the conversation. If you ask the right questions and listen carefully, your prospects may tell you everything you need to do to land them as customers and absolutely wow them. Find out what your prospects want and then give it to them.



4. Overselling.

Often, sales reps have a big presentation planned, and sooner than expected, the prospect agrees. The savvy sales rep would shut up and close the deal; however, many sales reps continue making their full pitch. Continuing to extol the virtues of your product can actually backfire, though, as customers don't like to feel pressured or overwhelmed. You can actually lose a sale if you keep hammering a prospect with features and benefits after they've decided to buy. Know when to stop selling.

5. Pitching the wrong person.

It may not matter how brilliant you are at sales or how great your service is if you're not in front of the decision maker. Don't waste your time in hopes that the person you're pitching will go sell for you. It's unlikely to happen. Get to the person who matters.

6. Stating (rather than demonstrating) your credibility.

Whenever possible, you should show rather than tell, and credibility is no exception. Rather than telling your prospect you have many satisfied customers, provide your client with testimonials. Unless you provide evidence to support your claims, you can run the risk of appearing untrustworthy.

7. Failing to speak your customer's language.

Making a pitch to a general audience can be tough. A much better strategy may be to narrow your focus and learn the language and features that speak to your targeted audience. Using the lingo that matters to your prospects can make you stand out from the crowd and encourage prospects to accept you as one of them.

8. Making yourself unavailable.

Some mistakes are fixable, but if a prospective client reaches out to you to ask for an appointment or a quote and you fail to deliver, then you're probably sunk. Your responsibility is to be responsive and available when your client needs you.

9. Failing to show respect.

Whether it's showing up on time for an appointment, dressing appropriately, or simply saying "thank you," don't ever miss a chance to show your respect for your client's time and business. When you send a message that you don't respect your customers, you may soon discover just how many of your competitors will happily take those customers off your hands.

10. Being needy.

Perhaps the single biggest turnoff may be the salesperson who begs for the sale. Your salespeople should not be asking a customer to part with hard-earned money just so they can hit a quota or win salesperson of the year. Don't forget that success breeds success, and if you appear desperate, you are likely not making an effective sales pitch. 

CBS Nuclear Deals a Solid Hand at EPRI Meeting

BREAKERS AND BLACKJACK COME TOGETHER AT THE ANNUAL CIRCUIT BREAKER USERS GROUP CONFERENCE.

By Scott Peterson, President, CBS Nuclear Services, Inc.

CBS NUCLEAR SERVICES, INC., is coming off another successful showing at the Electric Power Research Institute (EPRI) annual Circuit Breaker Users Group Meeting, which took place in June in Orlando, FL. At its booth, CBS Nuclear introduced the nuclear industry to the CBT-1201 portable circuit breaker timer and the MAC-TS4 vacuum interrupter tester. Both products received a very enthusiastic response from attendees.



NEI program focuses on life extension of obsolete systems to make nuclear plants more competitive.

One hot topic at the meeting was “Delivering the Nuclear Promise.” This industrywide initiative from the Nuclear Energy Institute aims to reduce reactor operating expenses upward of 30% by 2018 to be more competitive with lower-cost natural gas plants. One critical part of the plan is the cost

reduction of parts and life extension of obsolete systems and components through the process of commercial-grade dedication.

Perhaps the highlight of the event, however, was the annual casino night that CBS Nuclear hosts for its customers. The Vegas-style table games and dealers — coupled with a ton of good food, music, and prizes — always offer a fun way to unwind after meetings on breaker maintenance programs, technical issues, and best practices. 

CBS Southeast Strengthens Presence on Gulf Coast

THREE NEW STAFFERS WILL HELP ADDRESS INCREASING DEMAND.

By Andrew Collins, Business & Inside Sales Support, Circuit Breaker Sales & Repair, Inc.

SERVICE ALONG THE Louisiana Gulf Coast is on the rise. Since launching in late 2015, CBS Southeast has hired additional personnel to bolster production as demand increases. Meet the staff:

Chance Guidry will serve as shop supervisor for the Gonzales, LA-based operation. He has more than a decade of experience with notable companies in the industry.

Bringing more than 20 years of field experience in the local area, **Tommy Bradford** is a former field-service tech and is well versed in breaker testing, repair, and safety coordination.

Rounding out the new hires is **Dillon Tranchina**, who will be using his strong mechanical skill set to his advantage as he becomes CBS Southeast’s newest breaker technician. 



VI MAC Demo Makes the Grade for East Coast Utility

TEST SET VERIFIES OPERATIONS GROUP SUSPICIONS ABOUT QUESTIONABLE VACUUM INTERRUPTER.

By Tim Kelly, Vice President of Sales & Marketing, CBS Northeast, Inc.

CBS NORTHEAST, INC., recently conducted a MAC-TS4 demo for a major utility on the East Coast so the organization could get final approval to purchase a test set. Personnel from other energy delivery companies in Chicago and Pennsylvania attended the demo as well because they also have interest in the technology. The MAC-TS4 is the only test set capable of conducting predictive testing on vacuum interrupters in the field, shop, or lab.

The utility had CBS Northeast test a station-class 15-kV, 1200-amps 1997 vintage Westinghouse vacuum circuit breaker that it thought might have a questionable vacuum interrupter (VI). The breaker did not have a nameplate and showed less than 200 operations on its counter. The utility did not tell us what phase they were concerned with until after the demo.

All three VIs showed 10-4 numbers and the questionable phase (“C”) that the operations group attributed to a system issue and not a VI problem, but the MAC-TS4 verified this. All parties seemed impressed, and the engineering manager from the utility requested that the company proceed with purchasing a set from CBS Northeast. 



CBS Northeast tested a 15-kV, 1200-A vintage Westinghouse vacuum breaker that the utility thought might have a questionable vacuum interrupter.

CBS' Successful Summer

When energy provider Exelon experienced a major short-circuit at one of its sites, Circuit Breaker Sales Co., Inc., staff worked over the weekend to prepare a PACS 15VAH5000 breaker and cubicle (near right) for fast shipment. The unit went out on a dedicated truck with a team of drivers, while a senior technician arrived at the remote site in Canada to support replacement and get the customer back up as quickly as possible.

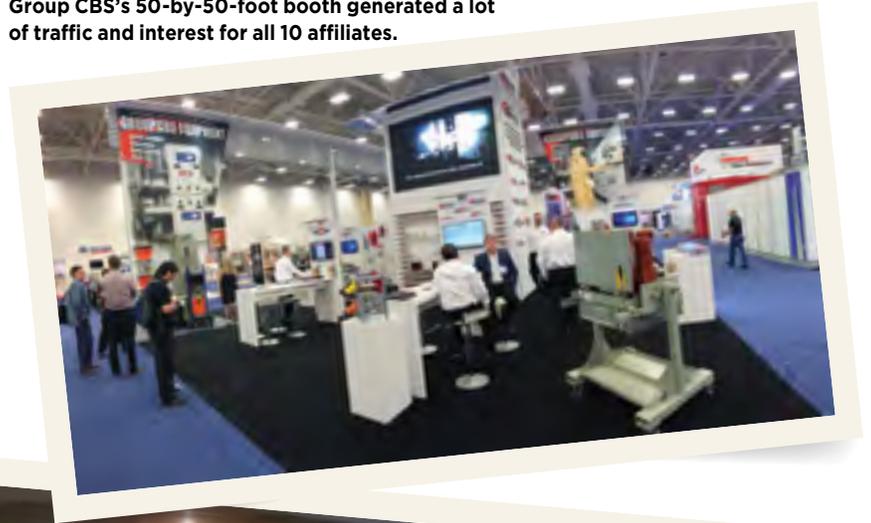
For another recent CBS project, a long-time client in Ohio needed a new set of switchgear yesterday, if not sooner. CBS technicians quickly built this switch house using reconditioned Siemens 15-kV gear in a fully climate-controlled enclosure. The switch house is shown here being lifted on to a flatbed (far right) before shipping to its final destination.



IEEE T&D Show Drives Traffic for Group CBS

Group CBS, Inc., set yet another milestone this year by fielding its largest commercial exhibition ever during the IEEE/PES Transmission and Distribution Conference and Exposition, which took place May 3-5 in Dallas. With more than 12,000 attendees, the trade show is the largest of its kind for the T&D industry. It also marks the first time Group CBS and all 10 of its affiliates were represented under one roof. 

Group CBS's 50-by-50-foot booth generated a lot of traffic and interest for all 10 affiliates.



Group CBS affiliates gather for lunch — and a pep talk from Finley Ledbetter — in preparation for the 2016 IEEE/PES T&D show.



Finley Ledbetter Receives 2016 NETA Alliance Recognition Award

GROUP CBS CEO HONORED FOR COMMITMENT TO EMPLOYEES, ELECTRICAL TESTING INDUSTRY.

FINLEY LEDBETTER, CEO and chief scientist of Group CBS, Inc., has received the 2016 NETA Alliance Recognition Award. Ledbetter was honored for the example he has set on how to achieve personal success, take good care of employees and customers, and still have time to devote to making the industry stronger.

In presenting the NETA Alliance Recognition Award to Ledbetter at PowerTest 2016, Jim Cialdea, owner and CEO of 3C Electrical Company, underscored Ledbetter's role in establishing the

used electrical equipment market.

"Finley worked to take the used equipment industry to a higher standard of quality," Cialdea said. "He was one of the first to put time, effort, and money into developing procedures that redefined the reconditioned, remanufactured industry.

"As an ideas guy and an entrepreneur, Finley is motivated when he sees a need to develop a product or service solution," Cialdea added. "He is a guy you can count on, someone who puts 150% into everything he does."

Bill Schofield, president of Circuit Breaker Sales Co., Inc., commended Ledbetter for his knack for numbers, ideas, and execution — and finding the right people for the job.

"Over the last decade, Finley has hired lots of great, talented folks and given them the freedom to champion their own segments of the business," said Schofield, who has worked for Ledbetter for 18 years. "I am proud to call him my partner in several businesses and my friend in life." 

**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 duct, and renewal & replacement parts.
Irving, Texas — 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, Texas — 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, N.C. — Ph: 704-882-1875

**CBS Power Products, Inc.
CBSPowerProducts.com**

New alternative utility and industrial power products: transformers, switchgear, and other power apparatus.
Gainesville, Texas — Ph: 940-665-4444

**Circuit Breaker Analyzer, Inc.
CBAAnalyzer.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, Texas — Ph: 972-290-0074

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

World's largest inventory of low- and medium-voltage circuit breakers and parts. Complete service, remanufacture, upgrade, and life-extension services. Also offers CBS MagVac magnetic latching medium-voltage breakers and Tough Duty Power/Vac[®] roll-in replacement breakers.
Gainesville, Texas — Ph: 800-232-5809

**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, Texas — Ph: 281-479-4555

**Circuit Breaker Sales & Service, Inc.
CBS-Florida.com**

One-stop service for circuit breakers, switchgear, transformers, protective relays, loadbreak switches, motor controls, unit substations, renewal parts, and repair, upgrade, life extension, and maintenance services.
Lakeland, Fla. — Ph: 863-646-5099

**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, Conn. — Ph: 203-888-7500

**Circuit Breaker Sales Southeast, Inc.
CBSSoutheast.com**

CBS Southeast provides sales and repair, upgrade, reconditioning, and life extension services of utility-industrial circuit breakers, motor control, switchgear, substations, transformers, and other electrical equipment.
Gonzales, La. — Ph: 225-673-2278

**Circuit Breaker Store, Inc.
CBStore.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, Texas — Ph: 855-227-8673

**Group CBS, Inc.
GroupCBS.com**

Headquartered in Addison, Texas, Group CBS includes affiliated electrical equipment, service, and engineering companies throughout the U.S., UK, Middle East, and Pacific Rim, providing premier products and services to the industrial, utility, electrical distribution, and repair markets worldwide.
Addison, Texas — 972-250-2500

**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, Texas — Ph: 877-TRIP-FIX

**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 2400V to 34.5kV.
Gainesville, Texas — 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, Texas — Ph: 214-442-5877

**Western Electrical Services, Inc.
WesternElectricalServices.com**

Serving the Southwest with superior quality on-site electrical testing, maintenance, and repair services as well as rebuild, upgrade, and life extension services for switchgear, circuit breakers, and motor controls.
Phoenix, Ariz. — Ph: 888-395-2021

**Western Electrical Services, Inc.
WesternElectricalServices.com**

Providing electrical equipment sales, testing, repairs, and emergency service to the Southern California market.
Chino, Calif. — Ph: 888-395-2021

**Western Electrical Services, Inc.
WesternElectricalServices.com**

The only full-service electrical testing and maintenance company in the Intermountain region.
Salt Lake City, Utah — Ph: 888-395-2021

**Western Electrical Services, Inc.
WesternElectricalServices.com**

The Northwest leader in electrical testing, maintenance, and power switchgear services providing on-site electrical testing and maintenance, electrical engineering studies, and sales, repair, upgrade, and life extension services of circuit breakers, switchgear, motor controls, and transformers. Also custom manufacturing of engineered and reverse-engineered parts.
Sumner, Wash. — Ph: 888-395-2021

**Western Electrical Services, Inc.
WesternElectricalServices.com**

One-stop shop for all electrical equipment sales, testing, and engineering needs and a utility-class service provider to the Northwest T&D market.
Vancouver, Wash. — Ph: 888-395-2021

GROUP CBS TRADE SHOW CALENDAR**Doble Circuit Breaker Seminar**

PITTSBURGH, PA
October 3-7, 2016

NECA 2016

BOSTON, MA
October 7-10, 2016

POWER-GEN International 2016

ORLANDO, FL
December 13-15, 2016