



# THE Breaker Buzz

Providing Electrical Solutions Worldwide VOL XIV

MAY 2017

## CBS to Open First Midwest Location

THE INDIANA FACILITY WILL PARTNER WITH REGIONAL SHERMCO INDUSTRIES FIELD SERVICE AND SALES ORGANIZATION.

By Staff



CIRCUIT BREAKER SALES CO., INC., in Gainesville, TX, is pleased to announce it will open its first location in the Midwest on May 1. Located in Crown Point, IN, CBS Midwest will provide electrical equipment, repair, remanufacturing, and life-extension services to commercial and industrial customers in the region, including steel mills, generating stations and utilities, hospitals, and data centers.

Although Group CBS has worked with businesses in the area for years, having access to a local inventory and shop makes all the difference when it comes to the speed at which a circuit breaker can be repaired or replaced — which ultimately affects a customer’s bottom line.

“When customers lose power, the loss of production can be devastating,” says Dean

Klinger, operations manager for CBS Midwest. “When a steel mill shuts down, it loses \$34,000 a minute.”

Until now, Midwest customers who needed a repaired, remanufactured, or reconditioned circuit breaker through Group CBS had to ship the circuit breaker to Gainesville, buy an airline ticket to Texas to inspect the product, and then wait for its return. With the opening of the new CBS Midwest facility, customers will save time and money.

“With a local presence here, we can provide local field service support and a local inventory so we can get the equipment to customers in the area quicker,” says Tim Chicki, shop supervisor. “We’ll pretty much be able to drive it on a truck ourselves rather than have it spend time and risk being damaged in transit all the way to Gainesville. That doesn’t happen often, but if you talk to a customer, once is one too many times.”



Dean Klinger, operations manager for CBS Midwest

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**THE VIEW FROM FLIGHT LEVEL 410**

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

# 2017 Starts Off in High Gear



This year got off to a jackrabbit start, beginning with the NETA PowerTest convention in Anaheim, CA. It was one of the best conferences we've attended in years, thanks to high turnout and a lot of business activity on the show floor and between technical presentations.

We introduced several new products during PowerTest, including the MAC-TS5+ (more on that in a second), caught up with some great friends, and generated a lot of new business. One good week can really make a difference to a business, and it's great to participate in an outstanding event like PowerTest that helps you remember why you spend the time, money, and effort on trade shows.

Last newsletter, I promised more news on Circuit Breaker Sales' new service shop in the Midwest. We've made great progress, opening our new facility in Crown Point, IN, and landing Dean Klinger as our operations manager and Tim Chicki to supervise the shop. These two will help lead our Group's expansion into the Midwest. During the last 30 years, Group CBS has built a tremendous following in our country's heartland, but we had to serve our customers with mobile service shops or ship the equipment to CBS's main office in Texas. Thanks to CBS's new Midwest office, we have a local service shop for remanufacturing parts and service capabilities. We also will stock inventory to support the local market, including breakers, switchgear, parts, and load-break switches — all the products in the Group CBS arsenal. We already have projects on the books and look forward to many years of successful, fun operations serving the metalworking, utility, and manufacturing industries across the Midwest. If you're looking for me anytime soon, you might want to look at the Chipotle in Crown Point or Merrillville around lunchtime. I sit at the same table every day.

I made mention of our new Vacuum Interrupters, Inc., R&D facility in Texas in the last newsletter. We've completed the building remodel and are installing clean-room facilities to further develop our low-, medium-, and high-voltage electrical equipment development and testing capabilities. We'll also be adding some custom manufacturing capabilities so we can help our customers with components that are not readily available in the marketplace. The first furnace is to be delivered in the next 60 days. We're hopeful that the commissioning will go smoothly and we're able to bring our custom vacuum interrupter manufacturing capabilities online soon.

Here at the close, I'll pick up where we started. At the beginning of this column, I mentioned the new MAC-TS5+ vacuum interrupter test system, which takes an entirely new approach to magnetron testing, augmenting our predictive test capability with integrated "go/no-go" HiPot test set for spot confirmations of vacuum interrupter functionality.

I also mentioned that the Group's off to a bang this year, posting our best first quarter ever. It's unusual for the first quarter to be so strong — and even a little scary — but we're all hopeful that we can stay past the redline for the rest of the year while maintaining the quality and customer service that has made Group CBS companies successful.

I'd like to give special kudos to CBS Northeast for really getting the job done and CBS ArcSafe for the big Malaysia contract. Outstanding work by all involved!

To everyone in the Group and across the grid, stay safe, happy, and healthy, and remember: Alone we're strong, but when we move forward together we are the most powerful. 

## CBS to Open First Midwest Location

Continued from page 1



**Tim Chicki, shop supervisor**

CBS Midwest will work in close partnership with the Shermco Industries field service and sales organization in Minooka, IL, located about an hour away.

“Group CBS has a long-standing relationship with Shermco Industries,” says Tim Brewer, president of Circuit Breaker Sales. “Shermco already has a foothold in the Midwest but no service shop. By offering the full complement of Group CBS products and comprehensive shop service capabilities, along with serving our large customer base and existing relationships in the region that we currently support from miles away, CBS Midwest will help fulfill a critical need in the market.”

CBS Midwest will initially stock 500–600 circuit breakers. According to Klinger, plans to open a much larger facility are underway.

Klinger and Chicki bring decades of electrical industry experience to their respective positions. For the past 40 years, Klinger has specialized in power distribution equipment, working for OEMs and serving as everything from a switchgear specialist to service business manager. Both most recently worked at Schneider Electric — Chicki as shop manager who specialized in electrical switchgear service and Klinger as a district manager. CBS Midwest plans to add staff and sales equipment for up to 12 employees. An open house is scheduled for early summer.

“At the end of the day, we want to make commitments we can deliver on,” says Klinger. “Being local makes us familiar with customer needs.”

# CBS ArcSafe, Allen-Bradley® Introduce SecureConnect™ Remote Operator

**TECHNICIANS CAN OPERATE THE CENTERLINE® MCC SAFETY SYSTEM OUTSIDE THE ARC-FLASH BOUNDARY.**

By Ashley Ledbetter, President, CBS ArcSafe

CBS ARCSAFE INTRODUCES the SecureConnect™ Remote Operator for Allen-Bradley® CENTERLINE® 2100 Motor Control Centers (MCCs) equipped with SecureConnect, allowing technicians to operate the SecureConnect safety system from up to 300 feet away, well outside the arc-flash boundary.



Designed in cooperation with Rockwell Automation, the 13-pound SecureConnect Remote Operator allows technicians to remotely disconnect an individual plug-in unit or motor control bucket from the CENTERLINE® vertical power bus while the enclosure door is closed and while standing up to 300 feet away. Prior to the introduction of the SecureConnect Remote Operator unit, technicians manually operated the SecureConnect while standing in front of an MCC. However, while the enclosure door provides some protection, distance is safety when it comes to avoiding arc-flash injuries. The new SecureConnect Remote Operator allows the technician to operate the CENTERLINE® optional safety system from up to 50 feet via wired tether or up to 300 feet using CBS ArcSafe’s wireless pendant.

The SecureConnect Remote Operator system is compatible with Allen-Bradley CENTERLINE® 2100 motor control centers with the SecureConnect option. The SecureConnect Remote Operator System’s input voltage is rated at 120–240 V AC/50–60 Hz.

Installation and operation of the SecureConnect Remote Operator system is quick, simple, and does not require any modifications to the existing electrical equipment. This new remote operator is the latest addition to CBS ArcSafe’s line of remote racking and switching solutions for circuit breakers, switchgear, and motor controls, which includes the RRS-2 BE universal remote racking system designed specifically for motor control applications.

As with all CBS ArcSafe products, by enabling automated remote operation CBS ArcSafe increases operator safety by minimizing exposure to harmful voltages and the consequences of arc flash and streamlines maintenance schedules by reducing downtime.

## New AEAMC Ecommerce Store Draws Record Traffic

**SITE IS DESIGNED TO IMPROVE SEO AND USER EXPERIENCE AS VISITORS CAN EASILY ACCESS 10,000 UNIQUE ELECTRICAL PRODUCTS.**

By Randy Roumillat, COO, Group CBS, Inc.

DESPITE ONLY GOING live in late 2016, AEAMC.com is already booming thanks to a focus on search engine optimization (SEO) and the user experience as visitors can easily access thousands of unique electrical products.

Advanced Electrical & Motor Controls Inc. (AEAMC) is the first Group CBS affiliate to fully integrate its corporate website and e-commerce store. “This is beneficial for SEO, as unique, unstructured, related content improves SEO,” says Bill Schofield, president of AEAMC. “By combining the corporate website with the store, we’re already seeing increased traffic.”

In March 2017, AEAMC.com had more than 1,500 visits from new users. This is over three times more visitors than the old, non-e-commerce site received in March 2016. What’s more, visitors from organic Google results have increased 157% from March 2016 to March 2017, indicating that the site is doing well in search engine rankings.

The website design emphasizes AEAMC’s core distributed products (circuit breakers, motor controls, switches, and disconnects), as well as its newly manufactured and custom-engineered products (panelboard switches, motor control center buckets, and industrial control panel builders).

Putting together the new site was a Herculean task — a

multimonth collaboration among AEAMC and the multifirm marketing and web development team with a deep dive into established SEO techniques.

The website is designed to load quickly and is SSL encrypted, two features meant to improve SEO. But SEO doesn’t offer much value if you can’t convert page clicks into sales. Consequently, the website team built a number of user-friendly features into the site design.

The e-commerce portion of the website is set up to filter more than 10,000 unique products, allowing users to more easily find correct parts based on their search parameters. Developers also added an autofill search box at the top of the website to help users quickly find the product they need.

To provide a high level of service and address the needs of NETA members, AEAMC has linked on the homepage an extra Salesforce-integrated form that features expedited response.

“The AEAMC team has been hard at work adding unique product descriptions, product photos, pricing, and product specifications to improve SEO and help close online sales,” Schofield says. “With these ongoing efforts, AEAMC.com is poised to become an e-commerce leader in the electrical industry.” 

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## Ashley Ledbetter Visits Korea

GROUP CBS VICE PRESIDENT Ashley Ledbetter recently traveled to Korea, acting as the company’s ambassador to meet with distributors. In addition to sampling the local fare and culture, Ledbetter talked about the Group CBS product lineup and learned about the electrical equipment needs of the region. She is pictured with a 72 kV vacuum circuit breaker by VT developed for Fuji of Japan.



# AEAMC Aids Data Center With Breaker Dilemma

TURNKEY SOLUTION ADDRESSES SPACE ISSUE TO ACCOMMODATE DRAW-OUT POWER BREAK II BREAKERS.

By Staff

ADVANCED ELECTRICAL & MOTOR CONTROLS INC. (AEAMC) was recently asked by a client in the electrical infrastructure industry to do a breaker retrofit at a data center belonging to a large tech company. The tech company, which was using bolt-in Power Break I circuit breakers at its data center, was concerned about both safety and time elements when diagnostics and maintenance were being performed on their breakers.

The client called AEAMC sales lead Roland Munguia, who had worked with this client previously. After consulting with AEAMC technicians, Munguia's proposed solution for the client was to replace the bolt-in Power Break I circuit breakers with draw-out Power Break II breakers.

While bolt-in breakers are usually used for industrial installations where vibration may be a concern and a continuously tight contact is needed, a draw-out breaker allows for removal and interchange without dismantling the switchgear. A draw-out breaker could work for the data center, but there wasn't enough space behind the Power Break I breakers to accommodate a Power Break II.

AEAMC and the client discussed some options. One was to rebus the switchboard, which would require a lot of work and downtime. The other was to fabricate a door that would push out of the front of the cabinet, allowing AEAMC to deliver a turnkey solution that the client could install directly without any customization.

The client chose the latter option, and AEAMC began working on a design. Chris Comire, vice president technical support, and engineer Mike Sweet developed a solution that required a custom-fabricated door, custom primary disconnects, and modifications to the cradle that would allow it to connect directly to the existing hardware once the Power Break I was removed.

Development and assembly was all done at AEAMC's facility in Irving, TX, over a four-week period. The data center now has new breakers that offer a modern electronic trip unit, modular secondaries for accessories, and, of course, the draw-out feature. 



AEAMC spent four weeks developing and assembling the breaker retrofit job.

**VIRAL VIDEO**

Take a Virtual Tour of the AEAMC Storage Warehouse!



Advanced Electrical & Motor Controls, Inc. is a worldwide supplier of new, surplus, and reconditioned industrial molded case circuit breakers and insulated case breakers rated up to 5000 amps from virtually all manufacturers. Get a 360° view of the electrical equipment that AEAMC keeps in its clean, easily navigable storage warehouse.



## Destination: Kenya

A TRIP TO MEET ORPHANS CHANGED MY LIFE. LET'S LEND A HAND TO EASE THE LIVES OF THESE CHILDREN.

By Troy Yosten, Circuit Breaker Sales Co., Inc.

DURING A CHURCH VISIT two-and-a-half years ago, I heard about a small orphanage in Kenya. I decided to get in contact with the founder, Michael, and have been corresponding with him for about a year now. I've helped him and his 38 orphans with the daily needs of the children and caregivers. I first thought that what he needed were sponsors for the kids, but I couldn't feel like I could ask anyone to help unless I went and saw for myself.

Before long, I was on a 777 bound for Nairobi (well, London first; there are no nonstops to Kenya from the U.S.). Twenty-two hours later, Michael picked me up at the airport.

I was in Kenya for eight days. It was surreal to say the least, and it made me really thankful that I live in the U.S. A few facts about Kenya:

- 95% of the citizens don't own a car.
- Food costs just as much or more as in the U.S.
- Gasoline is twice what we pay.
- The average income for someone without an education is US\$100 per month.
- Most people have no utilities, water, sewage, or electricity.

We arrived at the orphanage in the town of Ndhiwa (about six hours from Nairobi), and I finally got to meet the kids. I took photos of each one and asked them some questions.

"What are your favorite foods?" Cabbage, minnows, kale, rice and beans, ugali (a wet, heavy, flavorless cake made from corn flour and water),

and fish. Their diet is almost vegetarian and meat is rarely an option.

"What do you want to be when you grow up?" They have dreams of finishing school and becoming teachers, pilots, nurses, engineers, and police officers. Education is the only way to lift yourself from poverty in Kenya. Many also said they wanted to help orphans.

My next task was to create a list of needs. I took photos and measurements of buildings so I could draw a lot plan. We also sat down and made out a

monthly budget for food, staff, and other expenses. We created a wish list for things the orphanage needed. We also visited a local contractor to talk about the cost for some improvements on the facility.

Before I left I treated the kids to a chicken dinner. It was actually roosters we bought at the local market — \$9 apiece! The kids were so excited. Then I left them and headed back for Nairobi with passport in hand, boarded a 747, and came home.

But I'm not the same, at least for now. My job was to visit, see, and bring information home to help those kids. I think it's great when we invest a little in those less fortunate, whether in our hometown or halfway around the world. It improves our planet and adds value to our lives. My wish is that someday those children will look back and say, "Someone cared for me and gave me a chance at a productive life, someone from the USA."

A child from the orphanage can be sponsored for \$60 a month. All money goes directly to the cause. If any individual or affiliate is interested in helping, please contact me at [tyosten@cbsales.com](mailto:tyosten@cbsales.com) or 940-736-0945.

I am working on uploading some video clips and pictures to YouTube, and will make those available to the group as soon as I can.

Life is good. Enjoy your blessings and be thankful for every day! 



**Top: A woman stands before her home in the Kenyan bush.**  
**Bottom: Children attend school in a Nairobi slum. Despite the difficult circumstances, students are eager to learn.**

# CBS&R Honors Izzy Sosa for Two Decades of Outstanding Service

THE SHOP SUPERVISOR DEMONSTRATES KNOWLEDGE, LEADERSHIP, AND GRATITUDE EVERY DAY.

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

THE YEAR 2016 proved to be one of growth, increased productivity, and milestones for Circuit Breaker Sales & Repair (CBS&R). The Houston-based breaker shop celebrated its 20th year of business and welcomed new staff members to address the increasing demand for its products and services along the Gulf Coast region. Despite the rise in production and the variables that coincide, a constant remains: providing customers with premier power distribution solutions. Keeping pace while ensuring that quality is executed in its highest form takes commitment, knowledge, and unwavering loyalty from employees. These traits, among many others, are best exemplified by CBS&R shop supervisor Israel "Izzy" Sosa.

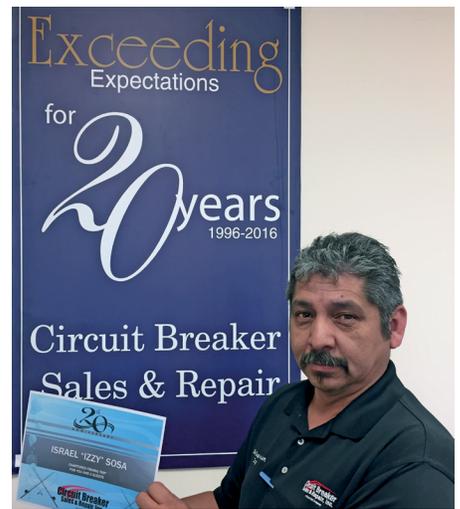
"It goes without saying that Izzy is our MVP day in and day out," says Lee Heine, CBS&R vice president of Sales. "He was my first hire, he is our 'MacGyver,' and I am thankful each day for his loyalty to the company."

On any given night, you can find Izzy going the extra mile and staying late to ensure customers' needs are met. Weekends? Same story. Sosa is simply a workhorse. He has an uncanny ability to stay poised under pressure and find solutions when others cannot. "It wouldn't be Circuit Breaker Sales & Repair without him," says Roger Vogel, CBS&R general manager.

As a "first hire," September of 1996 was a milestone for Sosa as well. "I am so grateful that these guys gave me the opportunity to work here," says Sosa. "When I started here 20 years ago, I had zero knowledge," he laughs. "Guys like Lee and Justin Brewer (CBS Gainesville) were such a huge help in my early days. I am very thankful for the support and guidance from Terri Dever (CBS&R office manager) all these years. At the end of each day, though, I look to God's grace."

Away from the shop, Sosa dedicates his time to God and family. On Thursdays and Sundays his

talents switch from breaker guru to musical worship leader at his church. Any other free time is spent with his wife, Rosa, and their four boys. As a show of gratitude, CBS&R presented Sosa with an offshore fishing trip and a custom, handmade guitar. The next task is to get him away from work long enough so he can enjoy his gifts. 



## Group CBS Finds Success at PowerTest

AT THE 2017 POWERTEST CONFERENCE hosted by NETA in February, Group CBS, Inc., showed why its affiliates are leaders in the field of electrical testing and safety. Finley Ledbetter provided hands-on demonstrations at the Group CBS new product booth, including the MAC-TS5+, the latest generation test set which combines the leak-rate test and HiPot test. Meanwhile, Dan Hook of Western Electrical Services and CBS Gainesville engineer Paul Grein led two panels on everything circuit breaker. GCBS concluded PowerTest with a big win, as Ledbetter took home an award for his presentation, "How Vacuum Interrupters Work and How They Fail." 



For the first time at PowerTest, Group CBS had a booth to represent all affiliates. Conference attendees also enjoyed live demonstrations at the new product booth.

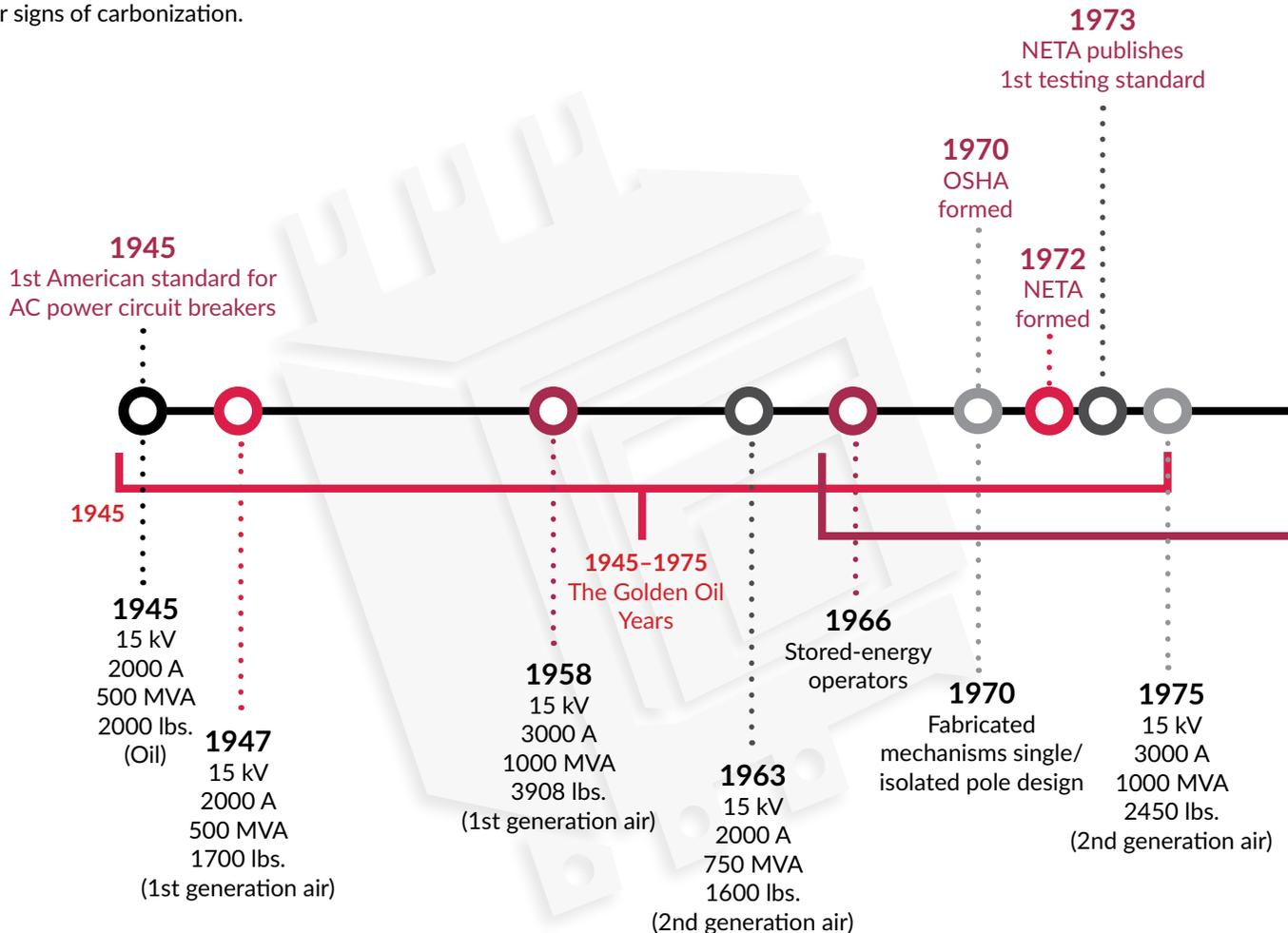
# THE EVOLUTION OF THE CIRCUIT BREAKER

By Paul Grein, Electrical Engineer, Circuit Breaker Sales Co., Inc.

**After World War II ended** in 1945, Westinghouse introduced its first medium-voltage air-magnetic circuit breaker, and the first American standard for AC power circuit breakers was published. Circuit breakers of the day were heavy, expensive, and unreliable devices that required regular upkeep to ensure they performed as expected.

## The Oil-Breaker Years:

- Before and immediately following WWII, the most common medium-voltage circuit breaker was the oil tank-type circuit breaker. Maintenance consisted of testing, cleaning, and changing the oil, and then physically inspecting the operating mechanism, contact condition, and connections, as well as looking for signs of carbonization.
- The 1940s saw the beginning of a 20-year transition from oil-tank to air-magnetic circuit breakers. But oil-tank technology remained the workhorse of American utilities and factories.



## The Air-Breaker Years:

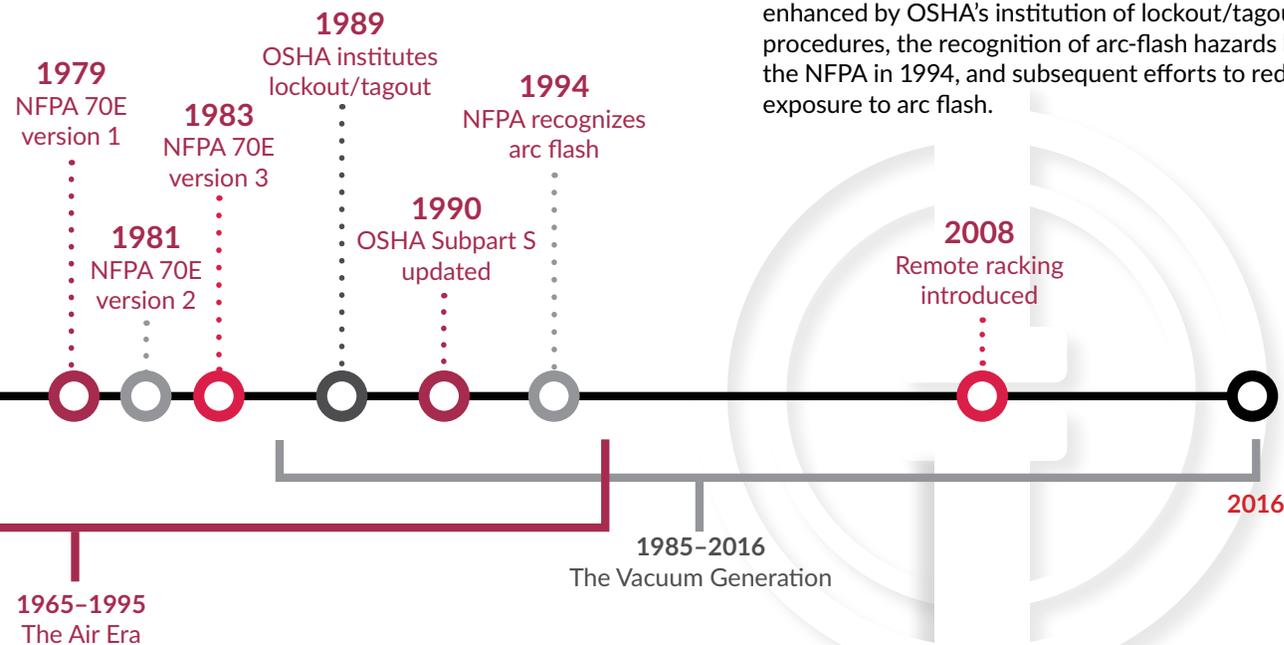
- By the 1970s, stored-energy spring mechanisms had phased out the solenoid operator; cast mechanisms were replaced with machine mechanisms; and monolithic pole units were phased out by the postinsulator pole unit — the same single/isolated pole designs employed today. These and other advancements to circuit breaker design improved reliability so much that it is common to find equipment commissioned in the 1960s still in use today.
- Safety was not a priority in industrial environments until the Occupational Safety and Health Administration (OSHA) formed in 1970 when the Williams-Steiger Act was signed into law. Electrical

safety would not be emphasized until 1979, when the National Fire Protection Association (NFPA) published NFPA 70E: Standard for Electrical Safety in the Workplace, at OSHA's request.

- In 1972 the InterNational Electrical Testing Association (NETA) was founded with the goal of establishing uniform testing procedures for electrical equipment. Five years later, NETA published its Acceptance Testing Specifications for Electrical Power Equipment and Systems (ATS-1977). CBS was formed shortly after in 1981.

## The Vacuum-Breaker Years:

- In 1978, Westinghouse manufactured its first vacuum circuit breaker model, and competitors quickly followed suit.
- In 1989, vacuum-generation safety practices were enhanced by OSHA's institution of lockout/tagout procedures, the recognition of arc-flash hazards by the NFPA in 1994, and subsequent efforts to reduce exposure to arc flash.



## The Future of Circuit Breakers

Factors such as globalization, advances in manufacturing technologies, and a move toward modular circuit breaker designs will continue to drive costs down. The trend began with plug-and-play parts such as coils and motors and now includes modular mechanisms and interrupting assemblies that can be replaced in the field as well as easily tested and maintained, further reducing costs and increasing reliability.

## Modern Machines Mean Better Accuracy at CBS

CBS GAINESVILLE is moving its machining capabilities from the analog world into the digital realm thanks to new machinery equipped with the latest computer technology. A pair of Fryer mills produces precision metal and plastic circuit breaker parts, while an Accurpress press brake used to build sheet metal components for new and retrofit electrical equipment is extremely

accurate and easier to operate than its manual predecessor.

The computerized machining equipment results in quicker production, reduced human error, and fewer scrapped parts. “A whole lot less work goes into accurately creating a whole lot more parts,” says Kyle Fincher, mechanical engineer at CBS Gainesville. 



A press brake (left) and new mills (right) assure precision and easier operation in the machining of breaker and other electrical equipment components.



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## CBS Expansion: Florida Office Gets Major Upgrades

THE FACILITY WILL OPERATE AS A REMOTE LOCATION OF CBS GAINESVILLE.

By Staff

CIRCUIT BREAKER SALES & SERVICE in Lakeland, FL, has become the Southeast home of Circuit Breaker Sales Co., Inc. (CBS). This brings to three the total number of CBS office locations in North America, including the main office in Gainesville, TX, and a new outlet in Crown Point, IN. CBS's Florida operations will continue to provide the highest quality sales and service of low- and medium-voltage electrical distribution equipment to industrial, commercial, utility, and agricultural customers in Florida and the southeastern U.S.

The move will allow Florida to benefit from the inventory, field, and shop service capabilities of Group CBS' nationwide

electrical companies. “Our Florida location will continue to operate out of our Lakeland facility,” says Tim Brewer, president of Circuit Breaker Sales. “More important to our customers, by developing closer relationships between our Florida affiliate and Group CBS operations across North America, our customers in the Southeast can expect better service and faster delivery of their critical power distribution equipment.”

Lamar Westbrook will continue to support CBS' customers in the Southeast from the Lakeland facility along with the company's sales manager, Paige Hahn. To contact the

Florida office, please call 800-232-5809 or visit [CircuitBreaker.com](http://CircuitBreaker.com).

CBS' main office is in Gainesville, TX, which is an ISO 9001- and ISO 140001-certified member company of Group CBS, Inc., specializing in the sale and service of low- and medium-voltage circuit breakers and other electrical power distribution equipment. From its modern 200,000-square-foot facility, CBS provides new, surplus, obsolete, and remanufactured electrical equipment and replacement parts from the largest in-stock inventory of electrical equipment in the U.S. For more information, visit [CircuitBreaker.com](http://CircuitBreaker.com) or call 800-232-5809. 

# SMOOTH OPERATORS

## SPOTLIGHTING LONGTIME GROUP CBS EMPLOYEES

By Tim Brewer, President, Circuit Breaker Sales Co., Inc.

**KEVIN BREWER WORKED** worked 21 years for an ARMCO steel plant that manufactured oil field equipment. In 1981, the oil field business went away, and Brewer and many others were laid off. Less than a year later, Brewer was talking to a friend who owned a machine shop. He told Brewer to call a new business that was looking to hire a machinist.

Finley Ledbetter told Brewer to bring in his resume and come talk to him. Impressed with Brewer, Ledbetter sent the applicant to Jack Reeves, the shop manager. Brewer was hired that day.

For the next 30 years, Brewer took on one challenge after another. Machining was his forte. Circuit breakers, on the other hand, were something new and different. Brewer quickly learned to work on low- and medium-voltage breakers.

From a faxed picture, Brewer developed, made, and built an AKF breaker. Then Brewer learned to design and build medium-voltage retrofit breakers and ground and test devices.

In 2001, Brewer spent some time working at the Arc Technology shop in Pacific Washington learning the art of retipping contacts.

The next challenge was the start-up of CBS ArcSafe. Brewer helped them design and build remote devices in the Circuit Breaker Sales shop in Gainesville. He later spent two years in the CBS ArcSafe shop in Denton. The next company start-up was Vacuum Interrupters, Inc. Brewer helped them design and build one of their testing coils.

Now, after 30 years, Brewer will have to learn a new skill — how to stay retired. 



Kevin Brewer

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

**GROUP CBS IS CELEBRATING** 30 years of service from Circuit Breaker Sales and Repair's (CBS&R) Lee Heine. Heine encompasses what it means to be a leader in the power distribution industry.

Heine got his start working summer shut-downs with a NETA testing company. In 1986, Heine attended an open house hosted by Circuit Breaker Sales, and two months later was offered a position there.

For the next 10 years, Heine worked in sales for the Group before being approached by Finley Ledbetter to lead a new Houston-based operation, Circuit Breaker Sales & Repair.

The growth of CBS&R is evident with three shop relocations due to size and a steady increase in staff to keep pace. The crew is anchored by two of Heine's original hires: Izzy Sosa (shop supervisor) and Terri Dever (office manager).



Lee Heine aka The Lone Ranger

Now in its 21st year of business, CBS&R is home to more than 25 employees. "Lee has always been very fair and compassionate," says Dever. "His work ethic is a testament to where we stand today." The addition of Heine's business partner Roger Vogel in 2003 elevated the shop atmosphere and production quality.

"Group CBS has been my second family," Heine says. "To say that Ray Kinney and Finley Ledbetter have been extremely instrumental and supportive is an understatement."

Heine's focus and determination these days is on growing the company as well as the Group's newest shop, CBS Southeast in Gonzales, LA. Power distribution along the Gulf Coast region is synonymous with Lee Heine and his ability to harness safety and solutions for all. 

**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, 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

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

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

**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. 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, TX — Ph: 800-232-5809

**Circuit Breaker Sales Co., Inc.  
CircuitBreaker.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, FL — Ph: 800-232-5809

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

Provides electrical equipment, repair, remanufacturing, and life-extension services to commercial and industrial customers in the Midwest.  
Crown Point, IN — 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, 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

**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 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, TX — Ph: 855-227-8673

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

Headquartered in Addison, TX, 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, TX — 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, TX — 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 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 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, AZ — 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, CA — 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, UT — 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, WA — 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, WA — Ph: 888-395-2021

**GROUP CBS TRADE SHOW CALENDAR**
**Region VI VPPPA Annual Safety & Health Conference**

LITTLE ROCK, AR  
May 1–4, 2017

**Environmental, Health & Safety Seminar**

GALVESTON, TX  
June 5–8, 2017

**Pulp, Paper and Forest Industries Conference**

TACOMA, WA  
June 18–23, 2017

**HydroVision International**

DENVER, CO  
June 27–30, 2017

**AEP BRO Forum**

COLUMBUS, OH  
August 7–10, 2017

**Safety+**

NEW ORLEANS, LA  
August 29–September 1, 2017