



2020 started out as planned. Group CBS implemented management/organizational changes, added new partners and business plans, and had the best “book of work” in our history. All seemed poised for another year of growth and learning. But then COVID hit and the unprecedented shut downs. Our normal world seemed to change and Group CBS & NETA have never been more essential.

In terms of timing, it seems that right after last year’s NETA conference, the world shut down. Immediately, several large projects got pushed off or postponed. While technically none of those projects cancelled, this took some wind out of our sails and made us re-evaluate our 2020 plans.. Our management teams were nervous as across our group a few team members tested positive. Our industrial and commercial clients were producing less, so demand was down a bit and they were pushing off big projects or maintenance. Utility work seemed the same, but we continued to react.

To minimize the potential of a facility shut down, we switched our production teams to a 4/10 work week with A and B teams so we could work opposite each other while cleaning and disinfecting between shifts/teams and administrative staff and sales folks worked from home. Masks, zones, and hand sanitizer all became part of the norm. But we stayed with it. And as a supplier of electrical and safety products, we are deemed essential by government so we were never forced to shut down. Based on how busy we are right now that is a good thing.

In this new COVID world, GCBS and NETA are back on track, doing what they do. NETA is working to make the industry safer through their education and technical resources, while GCBS is working to keep the industry running with our resources and one of a kind staff. While it is hard to predict what 2021 has in store, we predict a resurgence of American manufacturing, an awareness of the importance of American made products in critical infrastructure (like the power grid) and continued growth and evolution for both GCBS and NETA. Essential is as essential does.