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July 2021



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The monthly e-newsletter exclusively for CBSA members keeps you informed about CBSA events, association updates, member news, industry happenings and more. Do you have a facility opening or are you hiring a new employee? [Send us](#) your company's news announcements and press releases for added exposure to CBSA members. It's free publicity!

REGISTRATION OPEN: CBSA Red Metals Summit

The first-ever CBSA Red Metals Summit will be held in Tampa, FL on September 27-28. Enjoy two days of learning about industry hot topics and networking with others in the red metals industry. Registration is now live. We can't wait to see you there!

[**Tell Me More**](#)

What's on Your Mind?

Lance Shelton
CBSA President

The Red Metals Summit is just two months away, and I hope you have been thinking about what answers you would like to get from the discussion with your peers.

You can expect Q&A-heavy panel discussions, facilitated round table exchanges and the opportunity for you to speak up on the hot topics that matter to you the most right now. This lively concept is designed for you to have an excellent return on investment. By being fully engaged, you should be able to leave with valuable takeaways that you can use in your businesses right away. Consider how these hot topics are impacting your business and what you can learn from others in the red metals industry.



Supply Chain Disruptions

- Lead Times
- Trucking and logistics
- Allocation
- Foreign Receipts

Business/ Financial Operations

- High copper/ commodity prices
- Credit insurance
- Hedging

Employment/ Labor

- Difficulty in finding employees
- The impact of COVID-19

Government Policies

- Impact of Biden's policies on infrastructure, taxes, environmental, etc.

I look forward to seeing everyone September 27- 28! You won't want to miss out on our industry's newest event.



CBSA News



Alro Metals Outlet Retail Store Opens in Fort Wayne, IN

Alro Metals announced the opening of a new Alro Metals Outlet located at 5119 Executive Boulevard, Fort Wayne, IN 46808. The 10,600 square foot store carries a broad range of metals and plastics and is open to the public.

Alro Metals Outlet stocks an extensive inventory of carbon steel, aluminum, stainless steel, tool steel, copper, brass and bronze in a variety of shapes: rounds, flats, squares, hex, angles, channels, beam, pipe, tube, sheet and plate. The Outlet sells full-lengths and remnants and can shear and custom cut to size while you wait. Same-day delivery in the local Fort Wayne area is available.



[Tell Me More](#)



Hummock Acquires National Bronze Manufacturing

Hummock Industries, Reading, PA., has acquired Roseville, MI.-based National Bronze Manufacturing. National Bronze has expertise in precision machined bronze bearings, bushings and wear plates, as well as copper alloy bar and tube distribution.

“National Bronze is a great fit for us and helps complement our current operating subsidiary, Heyco Metals,” said Michael Jemison, president and CEO of Hummock Industries. “Most importantly, National Bronze brings us diversification of revenue streams and a platform to grow downstream into value-added engineered products.”

Heyco Metals is a precision re-roll mill of copper, copper alloy and stainless steel coil based in Reading, PA.



Whesaby, LLC acquires Challenger Brass and Copper Co., Inc.

Abimael Padilla Negrón will be appointed as president and CEO for Challenger Brass and Copper.

Padilla is a global management professional with 25 years of administrative experience in plant management, purchasing, production planning, logistics and

supply chain management. His leadership, commitment and expertise will support the company to develop new and improved strategies to provide high quality of services that clients have come to expect.

Challenger Brass and Copper will continue to operate under the same legal name, EIN number and Puerto Rico commercial number.

[Tell Me More](#)

Industry / Partner News



COVID/Government Relations Update

Read the latest COVID/Government Relations update from NAW to learn more about the following topics:

- Bipartisan Infrastructure Deal
- Overtime Issue, Revisited
- Proposal to Require Banks to Report Account Holders' Financial Transactions to the IRS
- NAW's Effort to Defeat Amazon's Monopoly Power
- Economic Recovery and Re-Opening the Workplace

[Tell Me More](#)

NAW Blog: Do You Have a Plan to Dominate or Are You Just Catching Up? - Distributors in the Digital Era

The below excerpt is from the NAW Blog, Distributing Ideas. Additional posts can be found [here](#). This article is by Mark Dancer, NAW Institute for Distribution Excellence Fellow.

More than ever before, distributors have the opportunity to break free of the chains that bind them to meager margins and feeble brands. But, there is a problem. The prevailing distribution mindset is that the forces of disruption and digital transformation highlight the weaknesses in the distributor's business model. Distribution is threatened, but distributors can do more. The forces of change that are enabling disruption are also available to distributors. Breaking free requires a new mindset: Distributors can dominate!

[Tell Me More](#)

Upcoming Events

September 27-28, 2021 - [CBSA Red Metals Summit](#), Tampa, FL

For **Editorial Information**, contact

[Courtney Karr](#), director of marketing and education



For **Advertising Information**, contact

[Dave Blackhurst](#), director of membership and sales

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