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April 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!

SAVE THE DATES: 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 will go live in June. We can't wait to see you there!

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

Washington Update

Susan Avery, CAE
CBSA Executive Director

Several recent development in Washington, D.C. may offer opportunities for CBSA members. The US\$2 trillion American Jobs Plan focuses on four key areas:

- Repairing highways, roads and bridges
- Expanding high-speed broadband internet access
- Completing and upgrading new schools
- Shifting toward clean energy

The plan has key spending provisions for several areas in which red metals are used, such as:

- Transportation and Infrastructure, including electric vehicle incentives
- Water Infrastructure, including the elimination of lead pipe
- Energy Infrastructure, including the electric grid and clean energy
- New Building, Retrofits and Upgrades



The water infrastructure allocates US\$56 billion to upgrade the aging water systems in grants and low-cost flexible loans to states, as well as US\$45 billion in the Environmental Protection Agency's Drinking Water State Revolving Fund and in Water Infrastructure Improvements for the Nation Act (WIIN) grants.

The electric vehicle (EV) infrastructure allocates US\$174 billion for:

- Incentives to build 500,000 new EV charging stations by 2030
- Rebates to purchase EVs
- Electrifying the federal vehicle fleet

The passage of this plan is not guaranteed. Republicans have said that it goes too far beyond traditional infrastructure spending and that they will not support it. Centrist Democrats do not support the proposed tax rate increase, while some progressives have said that the bill does not go far enough.

Much has been said about the potential elimination of the filibuster, which requires 60 Senate votes to pass legislation. However, on April 5, the Senate parliamentarian ruled that the reconciliation process can be used multiple times in the same underlying budget resolution, which could allow Democrats to bypass the filibuster for major legislation, including for the passage of the American Jobs Plan and the America Tax Plan.

CBSA News

Aurubis Releases Extensive Sustainability Report

Aurubis AG released its seventh Sustainability Report, entitled FOCUS Sustainability. The report provides insights into current projects, presents the progress made in the reporting year and shows the level of achievement for the Sustainability Strategy targets.

“In this extensive report, we describe our progress on our way to becoming the most efficient and sustainable smelter network worldwide. In fiscal year 2019/20, we affirmed the Science-Based Targets initiative and committed to setting a science-based climate target to reduce our CO2 emissions, for example,” reported CEO Roland Harings, who oversees Sustainability in addition to other areas. In addition, the Group is committed to the goal of becoming carbon-neutral by 2050 at the latest. He emphasized, “There can be no energy transition without metals,

especially copper. In their applications in wind turbines, high-voltage cables, electric vehicles and batteries, our metals contribute to reducing CO2 emissions. Aurubis provides these metals while simultaneously overcoming the challenges of the industry by being part of the solution and by allowing ourselves to be assessed based on our sustainable activities.”

[Tell Me More](#)



Materion Balzers Optics are Out-of-this-World ... and on Mars

When NASA’s Perseverance successfully landed on Mars, Materion went along for the ride to the red planet. The Mars Rover is a complex machine with many parts working together to capture a steady stream of high definition [images](#). Materion supported this project with a broad range of technologies from all three Materion global business units.

Materion is no stranger to Mars missions, having provided filters for all the NASA Rover missions. Planning for Perseverance began as far back as 2016 and required collaborative engineering design work with Malin Space Systems. The bandpass filters are a key component of the [Mastcam-Z](#) camera system, and once designed and tested, took about 8 months to manufacture.

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Industry / Partner News

Alan Beaulieu on the State of the Wholesale Distribution Industry



Total Wholesale Distribution ended 2020 on a positive note: \$5.824 trillion worth of goods were distributed over the course of the year, down 4.3 percent from 2019’s lofty \$6.088 trillion. The Revenue 12-month moving total (12MMT) rallied late in the year and is rising off an October 2020 low. Year-end 2020 Total Wholesale Trade Distribution Revenue is 27.1% of US GDP, down slightly from 28.0

percent in 2019. The US Wholesale Trade Employment 12-month moving average (12MMA) in December 2020 was at 5.641 million jobs, the lowest level in just over seven years and down 247,717 jobs from year-end 2019. Employment in the industry initiated a rising trend on a 3MMA basis off a June 2020 low, with 85,233 jobs coming back in the second half of 2020.

[Tell Me More](#)

Goldman Says Copper is the New Oil

Copper prices are expected to rise, as the transition to green energy accelerates and the supply of the metal tightens, according to Goldman Sachs.

Based on an expected spike in demand, coupled with an already tight market in the wake of the pandemic, the firm raised its forecasts on copper. Goldman now sees prices average US\$11,000 per metric ton over the next 12 months.

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Metal Lessons from *E-Scrap News*

The global pandemic has rewritten the market playbook for the recycling industry in 2020.

While the “COVID-19 effect” has touched all recyclables, the aluminum and copper markets are prime examples of the significant market factors at play and the profound uncertainty and challenges recyclers face going forward.

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Frequently Asked Questions about the Next Great Depression

Read up on insight from ITR Economics about their take on the next Great Depression to get answers to questions such as:

- How do I maximize the 2020s to prepare for the 2030 depression?
- How long do you anticipate the Great Depression will last come 2030?
- What opportunities can we prepare for?

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NAW Blog: Are You Innovating with One Arm Tied Around Your Back? -

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.

As some distributor leaders drive their businesses to offer unique customer experiences, enabled by new operating models, they are finding that their company's traditional knowledge and skills are coming up short. Leading-edge distributors already know this, and so they are competing on continual innovations and embracing the practice of building an innovation ecosystem, which consists of outside advisors, vendors and partners to help them generate ideas, provide design assistance and help with implementation. Which distributor are you?

[Tell Me More](#)

Upcoming Events

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

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