



KEEPING YOU CONNECTED

May 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](#)

Can't Wait to See You at the Red Metals Summit

Lance Shelton
CBSA President

Do you know what I'm most looking forward to at the upcoming CBSA Red Metals Summit? The Red Metals Summit is all about engagement! During those information-packed days together, we will not be subject to "death by PowerPoint" or one "talking head" speaker after another. The program is designed for maximum interaction, which will take networking to the next level. 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 event is designed for us all to have an excellent return on investment. By being fully engaged, we'll be able to leave with valuable takeaways that we can use in our businesses right away.

Registration is now open, so check out what we have planned and get you -- and your colleagues -- registered today. I can't wait to see you in Tampa!



CBSA News



IBC Wins Contract for Parts for the F/A-18 Super Hornet Aircraft

IBC Advanced Alloys Corp. has received purchase orders for beryllium alloy parts totaling more than US\$1.0 million that are used in Raytheon Technologies' Advanced Targeting Forward Looking Infrared (ATFLIR) system for the U.S. Navy's F/A-18 Super Hornet aircraft. The purchase orders represent new business for IBC and involve the production of several parts for the ATFLIR system, including the pitch gimbal housing, over the next 18 months. The ATFLIR system is produced by Raytheon's Intelligence & Space division.



Ray Kindlar Joins Christy Metals, Inc. as Director of Purchasing



Christy Metals, Inc. has hired Ray Kindlar as the company's new director of purchasing, Kindlar has more than 30 years of experience in the metals industry. He was the non ferrous purchasing manager for Metals USA the last 23 years.



Killing Germs with Light-Emitting Diodes (LEDs)

An article by Materion discusses the benefits of UV-C disinfection. Materion's UV-C

windows leverage the company's many years of experience in manufacturing high performance microelectronics packaging, including Visi-Lids™, ceramic Combo-Lids™ and [Epo-Lids™](#).

The market for UV-C disinfection is growing, driven partly by outbreaks and fear of viruses and bacteria such as SARS, MERS, MRSA, Ebola, norovirus, C-DIFF and now COVID-19. UV LEDs can play a useful role in preventing infectious disease. They may be used to make water potable, replace chlorine as a water disinfectant in swimming pools, kill germs in clothes washers and dishwashers, kill airborne germs in air purifiers and HVAC systems, and disinfect surfaces in hospitals, kitchens, schools, offices and nursing homes.

[Tell Me More](#)

Industry / Partner News

Experts Discuss the Record Rise in Copper Prices

The historically high prices for copper could elevate even higher in coming years because of strong demand for manufacturing, according to analysts.

During an April 29 session at the Institute of Scrap Recycling Industries' 2021 virtual convention, market experts talked about the run up in copper prices, Chinese import policies and the possible future of copper demand.

During his presentation, Jason Schenker, president of Prestige Economics and chairman of The Futurist Institute, explained that higher prices are the result of global manufacturing activity, which is at near-record levels. During COVID-19, unable to spend as much on travel and services, consumers have bought more physical goods, driving demand. At the same time, interest rates are near zero. On the supply side, he noted that mines have been constrained in their production because of COVID-19 reductions in staffing and infections among employees.

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NAW Blog: Are Your Managers Managing Your Culture? - 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.

A company's culture is determined not only by its values, but by the particular

employee behaviors that are most aligned with achieving its ideals. A positive, well-managed culture will drive productivity, reinforce customer experiences and enable innovations. A negative culture, however, can kill strategic initiatives and demolish returns on investment. How your employees behave determines whether your business culture is a creative or destructive force for innovation.



Upcoming Events

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

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