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September 2021



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Red Metals Summit: Recap

Lance Shelton
CBSA President

The inaugural Red Metals Summit was a success! 45 attendees gathered for two days of discussions, facilitated round table exchanges and the opportunity to speak up on the hot topics that matter the most right now.

John Reinhold, senior vice president with UBS Financial Services Inc., presented on hedging. He informed attendees that a hedging policy statement (HPS) acts as the foundation for a prudent risk management program and requires periodic review and will change along with your business and needs. To develop a HPS, the following must be addressed:



1. Understand your business. What is the product, who are the purchasers and suppliers, what can and does affect your business?

2. Do you currently hedge, or have you in the past?
3. What materials are needed to produce your product, and how long does it take, what historically is your base inventory? What is the minimum amount of material needed to run your business? Does this change seasonally?
4. Are there any corporate mandates that could affect your HPS?
5. Do you firm price with suppliers or customers, if so, how far out?
6. Has or does your company speculate as to price movement?

He also left us with this takeaway:

Hedging is not speculating. Not hedging is speculating

I'm pleased with the outcome of our first summit and look forward to attending more in the future. I hope to see you at the next one!

CBSA News



GFP Celebrates 35 Years

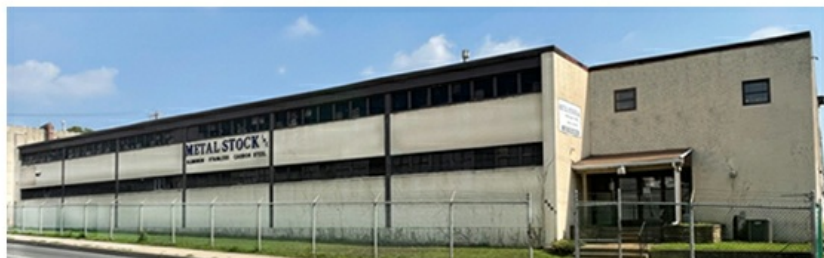
Congratulations to Greenwood Fabricating and Plastics for 35 years in business!

[Tell Me More](#)



Alro Steel Acquires Metal Stock

Alro Steel is pleased to announce the acquisition of Metal Stock in Philadelphia, PA. This asset purchase will allow Alro to grow their customer base while providing improved service for cut-to-size metals and plastics. Metal Stock was established in 1994 as a full-service metal distributor serving Eastern Pennsylvania, New Jersey and Delaware.



[Tell Me More](#)

Traxys Group Expands Lithium Trading Business

Traxys announced the expansion of its lithium business following the addition of an experienced trader, Martim Facada, who previously structured and executed lithium transactions on a global basis at SCB Group. Facada brings more than five years of experience in the lithium market, including sourcing, supply and risk management of spodumene, lithium carbonate and lithium hydroxide contracts for customers around the world. Prior to that, he was the lead lithium price reporter at Fastmarkets. He'll now bring this experience and knowledge to benefit Traxys' clients and customers globally.

Kevin Smith, Traxys MD of Energy Metals, welcomed the addition, "We are very excited to welcome Martim Facada into the Traxys family. This appointment in the key emerging markets for battery raw materials product areas endorses Traxys' commitment to continue building on our technology and battery materials franchise across the world, for markets that will play a pivotal role in shaping the future of the global economy."

Martim Facada will join Traxys' Energy Metals team covering Asia, Europe and Americas.

[Tell Me More](#)



Outstanding Climate Protection: Aurubis Wins Responsible Care Competition



Aurubis AG has won this year's Responsible Care Competition held by the German Chemical Industry Association (VCI) pilot project to decarbonize the copper process. Aurubis started the project at its Hamburg, Germany plant in May 2021. For the first time, the multimetal company is using carbon-neutral hydrogen as a

reducing agent for copper in the anode furnace, replacing the natural gas currently used in the process without a loss of quality. While the use of natural gas forms carbon dioxide, the use of hydrogen only generates water vapor. This can help in achieving significant emission reductions – the reduction potential for the replacement of natural gas in the anode furnace at the Aurubis site in Hamburg, Germany alone amounts to 6,200 tons of CO₂ per year. Due to hydrogen’s chemical properties, Aurubis expects enhanced efficiency as well. “The use of hydrogen as a process gas in metal production isn’t a far-off prospect anymore,” explained Roland Harings, CEO of Aurubis AG. “We’re testing how to implement this in practice. Here and now.”



Industry / Partner News



NAW Blog: Do COVID-Savvy Customers Want More Than Online Shopping? - 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.

It has become a universally accepted truth that the coronavirus pandemic has accelerated customer expectations for buying online. Many distributors report a dramatic shift toward customer orders placed on e-commerce platforms. This trend has confirmed what many have said for several years: distributors must invest in modern e-commerce platforms to remain a viable source for meeting customer expectations. But is doing so enough? Is there a more vital lesson that many distributors are missing? Will distribution miss a critical opportunity for locking in unbreakable customer loyalty if they remain blind to the bigger picture?



Upcoming Events

Stayed Tuned for upcoming event information!

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