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August 2021



The Tubing & Alloy Experts

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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!



One Month Until the 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. We can't wait to see you there!

[Count Me In!](#)

Metal Market Magazine: Strong Recovery for U.S. Service Centers

Susan Avery
CBSA Executive Director

Congratulations to Lance Shelton on his recent

interview with *Metal Market Magazine*. The article discusses the increased demand for steel and non-ferrous metals and the strain on the supply chain.

The push over the past couple of years for just-in-time business practices to keep inventory lean paired with increased demand and shipping issues has added pressure to the supply chain. Lead times are now longer than usual, making it difficult for service centers to meet their customers' needs.



Read the full article to hear more from Lance and other leaders in the metals industry.

[Tell Me More](#)

CBSA News



U.S. Rep. Trey Hollingsworth Tours IBC's Copper Alloys Plant Expansion Project in Indiana



IBC Advanced Alloys was pleased to host U.S. Congressman Trey Hollingsworth (R-IN-09) on a tour of IBC's expansion and consolidation project at its copper alloys plant in Franklin, IN.

Rep. Hollingsworth has been supportive of IBC and the Franklin plant, where workers manufacture copper-based alloy components for use in commercial and defense industries.

“It’s great to see the excitement here, the energy here and obviously the continued investment here,” Rep. Hollingsworth said.

IBC is working on a US\$5.5 million, 32,000-square-foot expansion of the Franklin plant. The project will allow the company to consolidate current copper foundry operations at a plant in Pennsylvania into the Franklin plant. This project is expected to expand IBC’s manufacturing capabilities as well as generate significant fixed cost savings.

[Tell Me More](#)



Traxys Group expands Tin and Specialty Metals Trading Business

Traxys announced the expansion of its metal concentrates business following the addition of the global team that previously handled tin, tungsten, tantalum and niobium concentrates trading for Noble Group. The team, headed by Ioannis Kallinikos, previously the head of industrial minerals and metals (IMM) at Noble, along with Oliver Petley, Gitori Karege and Gustavo Portilho, bring to Traxys more than 40 years’ experience in trading tin and other specialty metals throughout EMEA and the Americas.

[Tell Me More](#)



Aurubis Introduces More Efficient Recycling



Aurubis announced the construction of a state-of-the-art recycling facility at its Beerse site in Belgium. With the hydrometallurgical facility, the company is strengthening its core business and is taking the next step toward becoming a

more efficient and sustainable integrated smelter network. At the ASPA (Advanced Sludge Processing by Aurubis) facility, anode sludge -- a valuable intermediate product from electrolytic copper refining -- from the recycling sites in Beerse and Lünen, Germany will be processed. The new process will enable faster extraction of more precious metals, such as gold and silver, as well as tin from the anode sludge.



Merger by Absorption of FITCO by the Copper Division of Elvalhacor S.A. is Finalized

ELVALHALCOR has undertaken all rights and obligations (including receivables, liabilities, contracts, etc.) of FITCO. As of July 1, 2021, FITCO ceased to exist as a legal entity. Consequently, all relevant legal and commercial documents related to the activities of FITCO will be now issued in the name of ELVALHALCOR with the following details:

NAME: ELVALHALCOR HELLENIC COPPER AND ALUMINIUM INDUSTRY S.A.
DISTINCTIVE TITLE: ELVALHALCOR S.A.



Materion Expands ToughMet® Product Line to Meet Market Growth Projections for Heavy Industrial Equipment

Materion Corporation expanded its ToughMet® product line with ToughMet 2 CX90 alloy, a new cost-optimized, high-performance solution that is engineered to meet demands specific to bushings and bearings in heavy equipment, including construction, mining and forestry, as well as manufacturing equipment and industrial pump applications. The heavy equipment market is projected to experience a steady recovery from 2020 levels as companies increase their operations coming out of the pandemic.



NAW Blog: Viva la Revolution: A Movement for Distributor Dominance - 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.

By adopting a new mindset, distributors have the opportunity to break free of the chains that bind them to meager margins and feeble brands. That mindset is about believing that they can do more than survive. Distributors can dominate! To do so, they must master the forces of change that enable disruption and offer game-changing customer experiences. Distributors must act not as outsiders, but as real-world insiders committed to helping their customers embrace the future of business. Above all, distributors must create a tidal wave of business model innovation that captures the imagination of customers and suppliers. For distribution to dominate, every distributor needs to join the movement.



NAW Government Relations Update: Infrastructure Package

In a rare move, Speaker of the House Nancy Pelosi interrupted the August recess to bring the House of Representatives back to Washington to vote on the Democratic budget resolution, setting the stage for enactment of President Biden's US\$3.5 trillion social spending and tax hike agenda. But a group of 10 moderate Democrats threw a wrench in Speaker Pelosi's plans. This group of moderates, led by Josh Gottheimer (D-NJ), told the Speaker that their support for the budget resolution was contingent on the House also voting on the Bipartisan Infrastructure Framework (BIF) just passed by the Senate.



Upcoming Events

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

Courtney Karr, director of marketing and education



For **Advertising Information**, contact

Dave Blackhurst, sales executive

Login to the members' only area of CBSA's website to access archived webinars, convention presentations, industry reports, economic data and much more.

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