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May 2022



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The monthly e-newsletter exclusively for CBSCA members keeps you informed about CBSCA 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 CBSCA members. It's free publicity!

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## The Copper and Brass Supply Chain Association

**Dave Goad**

*CBSCA President*

It was a pleasure to see so many of you again at our convention in April. It had been too long since we had the opportunity to gather to discuss the state of our industry and to exchange ideas on challenges we face. I was reminded of how important it is for us to meet in person. I was also encouraged by the number to new attendees, by the interest from the next generation of leaders and by the overall enthusiasm shared by the group.



I'd like to reiterate a point I made during the convention: I believe that the work we are doing is important. We have an obligation to so many. Efficiently supplying semi-finished copper and brass products into this economy is critical and will be increasingly so in the years ahead. Now more than ever, we realize the importance

of each step of the supply chain. As such, by repositioning the CBSA as the **Copper and Brass Supply Chain Association** and inviting other affiliated companies into the organization, we will ultimately serve our customers better and that is our primary focus.

As good as it was to huddle with all of you in Clearwater, FL, we must now execute some of the plays we have been planning for months.

- With our expanded membership categories, we intend to grow our membership and encourage any of you that have not already done so to please join us.
- We have put out a call to members for nominations to our Board of Directors as we seek increased engagement of our industry leaders.
- We will be rolling out our new website that will better reflect the broader view we are taking of the supply chain.
- We are also planning our Red Metals Summit for this fall.

Thanks for your continued dedication to our industry, to this association and for your commitment to work together to ensure a more efficient copper and brass supply chain.

## CBSCA News

### Call to Participate in the 2021 Annual Survey of Manufactures

The Annual Survey of Manufactures (ASM) provides the best measure of current U.S. manufacturing industry outputs, inputs, operating status and location. High-quality economic statistics are indispensable to understanding our domestic economy and most models of our economy depend on data from this survey.

Data compiled from the U.S. Census Bureau's ASM are only possible because of the participation of businesses like yours. The U.S. Census Bureau is determined to provide the most accurate and useful data possible. To achieve this standard, it is crucial to obtain the information collected on the ASM from businesses that are selected to participate.

If your company was selected, you received a letter informing you of the selection, providing an authentication code and directing you to the U.S. Census Bureau's respondent portal to sign in or register.

1. **Sign in** OR **register** at <https://portal.census.gov>
2. **Add** your authentication code OR **locate** this report under "My Surveys."
3. **Report** by clicking on "REPORT NOW." You can return to your account over multiple sessions to complete the survey.

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## Julie Nielsen Retires from Concast Metal Products Co.

Julie Nielsen recently celebrated her retirement from Concast after being employed for 25 years and a part of the metal industry for 42 years.



## H & H Tube's 2021 Employee of the Year: Ben Case

Congratulations to Ben Case for winning the 2021 Sunspring NAO Employee of the Year Award. Case has been with H&H Tube for 13 years and is dedicated to H&H Tube's core values.



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## Materion Corporation Appoints John Zaranec Chief Accounting Officer

John Zaranec has been appointed chief accounting officer for Materion Corporation. He joined the company in April 2021 as vice president, corporate controller and investor relations. Previously, he served as head of global accounting and reporting for The Timken Company. Prior to Timken, he



was director of global accounting and regional controller with A. Schulman.

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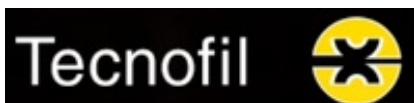
### Mike Kimmel Announces Retirement from Revere Copper Products

Mike Kimmel will retire from Revere Copper Products of Rome, NY after an outstanding career of 46 years. His father, James, also enjoyed a long career at Revere.

Kimmel joined Revere in 1972. He has held various leadership positions including bar mill supervisor, rolling mill superintendent, plant manager, senior process engineer and production control manager. Kimmel's extensive knowledge of Revere Operations helped the company through a variety of business cycles and challenges. His leadership contributions helped Revere progress to where it is today.



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### Tecnofil's New Hire, Anderson Vera

Tecnofil announced their latest new hire, [Anderson Vera](#), who was hired on as a shopping assistant for the Lima, Peru company. Tecnofil



contributes to the development of their country through the generation of employment at national level, talent management and the execution of social welfare programs.



## NAW Blog: 5 Cloud Myths Debunked

The below excerpt is from the NAW Blog. Additional posts can be found [here](#). This article is by Kerrie Jordan, senior director, product management at Epicor

“Moving to the cloud” is a phrase you hear a lot with technology these days. Touted as faster and more secure, cloud presents as an ideal choice. But many distributors still feel more comfortable with their feet on the ground and are hesitant to make a change. Often, it comes down to the ROI – how much the migration will cost and its time to value. Before you decide to stick to your on-premises solution, let’s break down some common myths about the cloud.



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## Staying Profitable Through the 2020's

In periods of inflation, it is normal for your sales trends to be significantly different than your units produced trends. With this in mind, we recommend that businesses look at both – your sales (for all the reasons listed above) and your units produced. This is an excerpt, find more articles like this [here](#).



**Upcoming Events**

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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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