



KEEPING YOU CONNECTED

April 2020



[HOME](#) [ADVERTISE](#) [CONTACT](#)

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!

#### COVID-19 Webinar Recap



Miss the live webinar on April 15th? Watch the on-demand video of COVID-19 and Your Business: What the Stimulus Package Means to You on the CBSA Website.

[Count Me In!](#)

#### COVID-19 Resources

Susan Avery, CAE  
CBSA Executive Director

In uncertain times like these, your trade association is a vital source of information helpful to your business.

The COVID-19 pandemic is creating economic chaos throughout the world. Unemployment rates climb as major industries such as travel, restaurants and retail either shut down or significantly curtail their operations. Fortunately, many CBSA members are essential businesses; however, not all members are open for business right now, or at a minimum are experiencing lost revenue as their primary markets shut down.



To help all CBSA members, we team developed a repository of information and resources on CBSA's website, including components of the recently passed

stimulus package under the CARES Act that are designed to keep companies in business and individuals employed. This repository is being updated frequently, so visit often, as there are developments or whenever you have questions. It is an excellent way for you to navigate the many government programs designed to help your business during this crisis.

As always, if there is something that you need from CBSA, please reach out and let us know. We are here for you. Thank you for all you do.

## CBSA COVID-19 Resources

## CBSA News



### 2020 CBSA Annual Service Center Training Event - NEW DATE

The 2020 CBSA Annual Service Center Training Event has been rescheduled for **October 8, 2020**.



CBSA service center member company employees are invited to attend CBSA's 2020 Service Center Training Event hosted by [NGK Metals Corporation](#) on Wednesday, October 8, 2020 in Sweetwater, TN. For added value to attendees, a networking dinner will be held on the evening of Tuesday, October 7.

This unique on-site learning opportunity allows CBSA service center personnel to meet with an industry supplier for a one-day hands-on training experience

including a tour of their operations and classroom-style presentations from company experts.

Attendees will see the various processes within the NGK Metals mill, as well as a technical presentation. CBSA Service Center employees won't want to miss out on this opportunity to meet with an industry supplier and see their capabilities first-hand!

[Tell Me More](#)



## Admiral Metals Hire Matt Judge



Matt Judge is the newest addition to the Admiral Metals quality department. He is a recent graduate from Bryant University with a degree in Supply Chain Management. Judge is a Bedford, MA native. In his free time, you can find Matt reading a book or playing sports such as hockey, football and baseball, along with spending time with family and friends.



## Virtual Keynote: Guidance in an Uncertain Economy

**Friday, June 26, 2020**

**11:00 a.m. - 12:30 p.m. CDT**

Never has it been more critical for company leaders and key decision makers to have a clear, impartial and data-driven perspective of how factors such as COVID-19 and oil price volatility will impact the economy moving forward, and what they should be doing in response. This session from ITR Economics will help you determine the best course of action for the most important part of the economy – you and your business. We will:

1. Look at a system of leading indicators proven to signal cyclical turns in the economy and markets.
2. Present the outlook for the market segments most important to your industry.
3. Assess interest rate and other financial market trends, including the latest information on stock market performance.
4. Consider your 3,5 and 7-year planning needs and talk about the 2020s and how you should prepare for challenges and opportunities.
5. Cut through the noise and present our expectation of both the human and the business impact of these black swan events.

Count Me In!

## Industry / Partner News



### NAW Blog: Distributors Must Lead to the New Normal - 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.

The conduct of business will change as the Coronavirus crisis recedes, but it's too early to know the new normal with certainty. Just as first reporting in any emergency often proves to be inaccurate and wrong, so too may early predictions about a new normal for doing business miss the mark.

It's easy to accept that the COVID-19 pandemic will result in a shift to customers embracing e-commerce, employees working at home and stronger distributors getting stronger. These predictions feel "right" now because they fit preconceived notions. They are outcomes long-predicted by experts and now enabled by the crisis. Following early predictions about the new normal may or may not be a formula for failure, but following them is certainly a missed opportunity to lead.

Tell Me More!



### ISRI Petitions for Inclusion of Metals in FMCSA Emergency Declaration

Given the importance of all recyclable commodities as necessary feedstock for the manufacturing of essential supplies and equipment, the Institute of Scrap Recycling Industries (ISRI) is petitioning the Federal Motor Carriers Safety Administration (FMCSA) for regulatory relief for the transport of ferrous and non-ferrous metals, which would expand on the FMCSA's [Expanded Emergency Declaration](#) on March 18 that granted the same relief for the transport of paper and plastics material.

Tell Me More!

# Upcoming Events

**June 26, 2020:** [CBSA Virtual Keynote: Guidance in an Uncertain Economy](#)

**October 7-8, 2020:** [Annual Service Center Training Event](#)

---

For **Editorial Information**, contact

[Courtney Karr](#), director of marketing and education



For **Advertising Information**, contact

[Sean Moore](#), 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.

© 2020 Copper and Brass Servicenter Association. All Rights Reserved.