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## Registration Now Open! 70th Annual CBSA Convention

The CBSA Annual Convention offers something for everyone, from learning to networking to fun. We can't wait to see you again, this April 13-15, 2021 on Coronado Island in sunny San Diego, CA.

## CBSA Update

Susan Avery, CAE  
CBSA Executive Director

As this unprecedented year comes to a close, your association leadership is grateful for the support and dedication you've shown to ensure the continued success of CBSA. This year has only solidified what we already knew, that we are stronger when we are together!

2020 has been a strange year, but CBSA staff is looking forward to continuing some virtual offerings next year including an expansion of CBSA University through micro-learning videos. We also had great success with our Member Virtual Round Table series.



While the virtual events held us over in 2020, we are already counting down the days until the [70th Annual CBSA Convention](#) outside San Diego, CA.

We hope you all have a wonderful holiday season and look forward to seeing you in California in April.

## CBSA News



### CBSA Webinar On-Demand: Permanent Mold Casting

Did you miss the live webinar on Permanent Mold Casting presented by Alistair Brixey & Doug Smith of Bunting Bearings? The presenter will cover:

- The casting process
- Die Set
- Common Alloys
- Benefits of the permanent mold process
- Markets

You can watch this webinar, and others, anytime on-demand in the [CBSA Webinar Archive](#)!



### IBC Wins \$9.7 Million in New Orders from Lockheed Martin

IBC Advanced Alloys Corp. announced that Lockheed Martin has awarded IBC new purchase orders totaling approximately US\$9.7 million to produce two aerospace-qualified beryllium-aluminum components for the F-35 Lightning II aircraft over the next 26 months.

One purchase order involves production of the azimuth gimbal housing unit used in the F-35's Electro-Optical Targeting System (EOTS). IBC has manufactured this part for Lockheed Martin since 2015 using the Company's high-performance Beralcast® beryllium-aluminum investment cast alloy.



[Tell Me More](#)

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 **Aurubis and TSR Establish Joint Venture for Cable Recycling**

Aurubis AG and TSR Recycling GmbH & Co. KG have signed a joint venture agreement. The future joint venture will unite the cable dismantling activities of Aurubis subsidiary Cablo Metall-Recycling und Handel GmbH, Fehrbellin and those of the TSR site in Gelsenkirchen with the objective of recovering copper granules and plastics.

The joint venture will operate under the name Cablo GmbH. TSR will hold 60 percent of the joint venture as a partner and manage the company from an operational perspective. Aurubis AG will hold 40 percent of this newly established limited liability company. All of the employees of Aurubis subsidiary Cablo in Fehrbellin, located in the German state of Brandenburg, will be part of the new joint venture as well as cable pre-processing employees of TSR from the site in Gelsenkirchen, located in the German state of North Rhine-Westphalia.

[Tell Me More](#)

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 **Materion Announces Shelly M. Chadwick as Vice President, Finance and CFO**

Materion Corporation announced that Shelly M. Chadwick will join the company as vice president, finance and chief financial officer, effective December 1, 2020.



Chadwick will serve as a member of the executive team and report directly to president and chief executive officer Jugal Vijayvargiya. She will be responsible for overseeing all financial aspects of the company, including financial planning and analysis, accounting and financial reporting, as well as the tax, internal audit and treasury functions.

[Tell Me More](#)

## Industry / Partner News



### Crossing a Bridge

*CBSA President Lance Shelton was recently featured in a story in Modern Metals magazine. In it, he discusses the cyclical nature of the business and reflects on the impact of the pandemic.*

The team at Christy Metals is no stranger to economic cycles. In business since 1964, the master distributor of nonferrous metals in strip, sheet, coil and bar has seen many ups and downs, although the cause of the current situation—a global pandemic—is novel.

Nonetheless, Vice President Lance Shelton, who also serves as president of the Copper and Brass Servicenter Association, keeps his eye trained on gradual growth.

For example, the company built out an additional 20,000-square-foot manufacturing space in its El Paso, TX, service center and installed a slitting line. “It is light gauge. We go from 0.005 to 0.020 and it’s 12 inches wide for small specialty items,” including grade 260 brass and grade 110 copper, Shelton says. Producing strip in Texas means Christy doesn’t have to ship from its Northbrook, IL, headquarters and can deliver just in time throughout Texas and into the maquiladora manufacturing sector across northern Mexico.

[Tell Me More](#)



**Offering Virtual over Human Services Is a False Choice – Distributors in the Digital Era**

As distributors imagine business after the COVID-19 pandemic, there is a growing consensus that the crisis will lock in a trend toward customer preferences for virtual experiences. While a sustained shift in buying habits is very likely, that outcome does not reflect the full impact on the future of business. Yes, social distancing has forced remote working and online ordering. However, the crisis also reveals that we are all members of cherished communities, and the path forward is about people working with people to solve problems.

After all, the Coronavirus is attacking us as humans, and the damage is measured in human terms. Virtual technologies are powerful, but only so far as they enable people to live their lives and do their work. Digital technology is an enabler of the human condition, and not a replacement.



## Upcoming Events

**April 13-15, 2021:** [70th Annual CBSA Convention](#)

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