



KEEPING YOU CONNECTED

October 2020



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Coming Soon! CBSA Micro-Learning Videos



These bite-sized videos are designed to help you get up-to-date quickly on topics pertaining to red metals and apply the information immediately. Be on the look out for the first one covering C932!

CBSA Update

Susan Avery, CAE
CBSA Executive Director

The CBSA Board of Directors met virtually on Monday and Tuesday, October 5 and 6, to discuss the state of the association. The board agreed to move forward with the [70th Annual CBSA Convention](#) on April 13-15, 2021 in Coronado, CA, near San Diego. We look forward to seeing everyone in person again and ask that you consider registering in mid-December when registration opens. Early registrations from active members will encourage others to attend and help us make this convention a great one. A new worry-free policy will allow you to cancel your registration later and receive a full refund.



Because membership is the most critical issue for the association now, the Executive Committee will take on the responsibilities of the Membership Committee. If you work with any companies that are not yet CBSA members, please pass on your recommendation to the CBSA Executive Committee.

2020 has been an unprecedented year but your association leadership is dedicated to ensuring the continued success of CBSA. We are grateful for your support and look forward to seeing you in California in April.



CBSA Lunch and Learn: Concast Metal Product Co.

Open to Service Center members only.

Join Vice President of Sales and Marketing for Concast Metal Products Co., Martin Little, as he covers:

1. Educating distributor customers
2. Increasing sales for both companies
3. Assisting in technical situations
4. New products/markets

Wednesday, November 11 at 11:00 a.m. Central.



CBSA Webinar: Permanent Mold Casting

Join CBSA for our webinar on Permanent Mold Casting presented by Alistair Brixey & Doug Smith of Bunting Bearings. This presentation will cover:

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

Thursday, November 19 at 1:00 p.m. Central.



Sofia Med Donates Medical Device

Sofia Med donated a modern computer with a monitor, which will be connected to the stress-test system of electrocardiograph and ergometer previously donated, to the cardiologists at St. Anna.

"With the help of this computer, the synchronization between all the devices will be complete, thus providing more precise examinations and facilitating the work of the cardiologists," Dr.Georgi Kanzov said while receiving the surprise from

Desislava Ignatova. He also expressed gratitude to the strong support of Sofia Med.



Industry / Partner News

MetalMiner Annual Buying Outlook Report

MetalMiner, a provider of metal pricing information and managed sourcing services across steel, stainless steel, aluminum, tin, lead, copper and zinc, released its 2021 annual buying outlook report for MetalMiner corporate subscribers. Catered to metal buyers at manufacturing organizations, the report provides a complete understanding of the fundamental factors driving prices and a detailed forecast that can be used when sourcing metals for 2021 — including expected average prices, support and resistance levels.

Given the uncertain environment, metal prices will likely continue to show a high degree of price volatility. A solid metal buying and negotiating strategy is especially important for manufacturing organizations.

Preliminary testing verified that the treated surfaces provide antibacterial properties in excess of the untreated surfaces. The material stored in the cracks releases over time, leading to extended times of antimicrobial resistance. The oxidation process creates an optically colored material, which provides a simple visual indicator of wear or degradation in antimicrobial performance. The process has been demonstrated on stainless steel and titanium and is applicable to a wide range of commercial metal alloys.

[Tell Me More](#)



Eric Hoplin, new President and CEO of NAW

Eric Hoplin is the new president and CEO of the National Association of Wholesaler-Distributors (NAW), representing nearly 30,000 companies that account for one-third of the American economy, by supplying businesses with the products they need to serve their customers in nearly every sector of commerce. Hoplin also serves as president of the NAW Institute for Distribution Excellence, president of the NAW Service Corporation and treasurer of the NAW Political Action Committee.

[Tell Me More](#)

Upcoming Events

- November 11, 2020:** [CBSA Lunch and Learn: Concast Metal Products Co.](#)
- November 19, 2020:** [CBSA Webinar: Permanent Mold Casting](#)
- April 13-15, 2021:** [70th Annual CBSA Convention](#)

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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.