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February 2020



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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!

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The Tubing & Alloy Experts



Calling all Subject Matter Experts

CBSA is currently scheduling 2020 webinars. These webinars are a popular CBSA member benefit. Position yourself as a subject matter expert by presenting a webinar!

[Tell Me More](#)

Copper and Brass NOT on List of Additional Tariffs per Office of the United States Trade Representative

The United States Trade Representative (USTR) has issued a list of additional products that will be assessed an additional 25 percent tariff. Most of these products are agricultural, textiles and aircraft. At one point there was the possibility of copper and brass products being included on the amended list, but they are not listed.



[Click here to read the Notice of Modification of Section 301 Action: Enforcement of U.S. WTO Rights in Large Civil Aircraft Dispute](#) provided by the USTR.

The listing of products and countries of origin that will be subject to tariffs under the modification announced by the USTR has been divided into two parts:

[Click here to read the first part.](#)

[Click here to read the second part.](#)

This notice is expected to be published in the Federal Register.

CBSA News



CBSA Annual Convention Hotel Block Closing Soon

Nestled on 400 acres along the banks of the lower Colorado River, Hyatt Regency Lost Pines Resort and Spa is a perfect getaway in Texas just 23 miles from Austin. Spend your day horseback riding, kayaking the Colorado River or hiking through nearby McKinney Roughs Nature Park.

CBSA Convention delegates will receive a special room rate of **US\$209** per night for a single/double room. **You must book your room by Friday, February 28, 2020 to receive this special rate.** After February 28, the room block will close and the room rate will increase to the going rate.

If you would like to extend your stay in Austin Hill Country before or after the 69th Annual CBSA Convention, the special room rate will be available from March 22 - 28, 2020, based on availability.

[I Need A Room](#)



Concast Metal Products Co. Receives AS9100:2016 Certification

Concast Metal Products Co. has been AS9100:2016 certified. Concast's long-standing quality systems have been formally recognized as conforming to the

AS9100:2016 standard. Concast has, throughout its history, been committed to consistently providing quality products and services, and the AS process and certification formalizes those commitments.

This designation ensures that Concast has implemented the best possible processes to supply the quality copper bronze alloys required by the aerospace as well as oil and gas markets and other industries.



CBSA Annual Convention Session Spotlight: Planning with Optimism

A promotional banner with an orange border. On the left is a circular portrait of Connor Lokar, a man with short blonde hair wearing a blue suit and tie. To the right of the portrait is the "Lost Pines Texas 69th Annual CBSA Convention" logo. Below the logo, the text "Planning with Optimism" is written in a large, italicized, serif font. Underneath that, in a smaller sans-serif font, it says "Presented by Connor Lokar, ITR Economics".

The last two years have provided for many headlines, but did those headlines help or hinder your business? Presidential politics are fascinating and we will be exploring the likely impact, if any, on the near-term economy. Plus, what those politics will do to our forecast and to your world. Our job will be to determine the best course of action for the most important part of the economy – you and your business. We will discuss the sectors of the economy that will provide the best opportunities in 2022 and into 2023. We will also consider your 3-, 5- and 7-year planning and talk about the 2020s and how you should prepare for them.



Industry / Partner News



NAW Blog: Why Distributors Must Become Strategic Marketers - 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.



Looking ahead to the coming connected world, consider a scenario in which all transactions are digital. Orders are received from a variety of virtual channels including a distributor's online store and mobile apps, as well as customer e-procurement platforms and online marketplaces. Data transparency is nearly ubiquitous. Suppliers, distributors and customers succeed on what they do with data, not by hoarding it. Distributors no longer shield their customer data as a means of preventing disintermediation and disruption. Artificial intelligence and data-driven services enhance customer experiences and redefine collaborations with suppliers. Breakthrough results are achieved by sharing data up and down the value chain and by aggregating data across the market.



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FOR A MORE FORESEEABLE FUTURE

State of the Wholesale Supply Chain Industry in 2020

The wholesale supply chain industry continues to look for ways to solve challenges around predicting shifting consumer preferences, volatility with suppliers and long lead times, and e-commerce growth that's increasing price transparency. Despite these obstacles, the industry collectively posted year-over-year sales growth of 8 percent in 2019, similar to the prior year.

For the third straight year, Blue Ridge asked wholesale supply industry leaders about their challenges, how they're thinking about solving them and how they're dealing with the pace of technological change. One key finding for the 2020 survey is the increasing adoption of new technologies, such as AI and machine learning, as a strategy to combat supply chain disruption.



Upcoming Events

March 24 - 26, 2020: [69th Annual CBSA Convention](#)

For **Editorial Information**, contact

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



For **Advertising Information**, contact

[Sean Moore](#), sales executive

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