



KEEPING YOU CONNECTED

June 2021



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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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## REGISTRATION OPEN: CBSA Red Metals Summit

The first-ever CBSA Red Metals Summit will be held in Tampa, FL on September 27-28. Enjoy two days of learning about industry hot topics and networking with others in the red metals industry. Registration is now live. We can't wait to see you there!

[\*\*Tell Me More\*\*](#)

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## Connecting at the Red Metals Summit

Susan Avery

CBSA Executive Director

Like so many of you, the COVID-19 pandemic caused my travel schedule to come to a screeching halt in March 2020. It wasn't until I traveled for the first time since the pandemic a few weeks ago that I realized just how much we miss by not getting together in person. The group I was with seemed almost hungry to connect again, and even though the weather was terrible and we had to change plans several times during the week



we were together, we were just happy to see each other again.

After this experience, I'm looking to the CBSA Red Metals Summit even more, as I know that in-person networking is so important to CBSA members. There is no substitute for the time spent together, whether it's for a casual meet up at the hotel bar, taking your customer out for a night on the town or learning from each other during the educational programming we have lined up.

We've all done our best over the past 18 months, with virtual meetings and perhaps even some socially distant meet ups, but there is really no substitute for seeing each other in person. I can't wait to see you in Tampa, FL, this September 27-28 for the first-ever CBSA Red Metals Summit.



## CBSA News



### Remembering Barry Glick

Alro Vice Chairman Barry Glick, passed away on June 21, 2021, in Boca Raton, FL, USA at age 70. Barry was a leader, role model, teammate and friend. Barry began his career with Alro in 1977 and served as vice chairman for 27 years. Barry leaves behind his wife Debby, two children and two grandchildren.

Alro CEO and Chairman Al Glick, said, "It is with a heavy heart that I share that Barry, my nephew and Vice Chairman of Alro, passed away yesterday after battling a long-term illness. He means so much to our family and company, and he will be truly missed. Barry exemplifies one of my favorite sayings: It's amazing what you can accomplish when you don't care who gets the credit."

Barry's uncle Al and father Robert founded Alro Steel in 1948 in Jackson, MI, USA. Alro operates over 70 locations in 12 states and provides a broad inventory of products under the following companies: Alro Steel, Alro Metals, Alro Metals Outlet, Alro Industrial Supply, and Alro Plastics.

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### CBSA Announces 2021 Scholarship Recipients

The Copper and Brass Servicer Association (CBSA) is pleased to announce that 19 recipients have been awarded a 2021 CBSA Scholarship through the CBSA Educational Foundation. Annual CBSA scholarships are awarded based on a student's academic achievement, extracurricular activities and financial need. CBSA member company employees, children of member company employees and students enrolled in an undergraduate degree program for industrial distribution

are eligible to apply.

“On behalf of the CBSA Board of Directors, I congratulate all of the 2021 CBSA Scholarship recipients on their achievement and wish them much success, academically and in all future endeavors,” said CBSA President Lance Shelton.

**The following students have been awarded a 2021 CBSA Scholarship:**

- Alexandria Allers, daughter of Cory Allers, an employee of Mueller Brass Company.
- Alana Batson, daughter of Jeff Batson, an employee of Revere Copper Products, Inc.
- Julia Bradford, daughter of Lori Bradford, an employee of Wieland Chase, LLC., and recipient of the Frank Brown Scholarship, CBSA’s top award for outstanding academic achievement and extracurricular activities
- Bryce Cinotto, son of Amanda Perez, an employee of Alro Steel.
- Delia Fritch, daughter of Jesse Fritch, an employee of Materion Corporation.
- Faith Guers, daughter of Daniel Guers, an employee of Materion Corporation.
- Parker Kajfasz, son of Troy Kajfasz, an employee of Materion Corporation.
- Lukas Ladekarl, son of Stefan Henne, an employee of Traxys North America LLC.
- Lauren Linnebur, daughter of Tammy Linnebur, an employee of Alro Steel.
- Ashley Masters, daughter of Daniel Masters, an employee of Materion Corporation.
- Alyssa Morgan, daughter of Todd Morgan, an employee of Mueller Brass Company.
- Reese Novess, daughter of James Novess, an employee of Alro Steel.
- Bethany Ruczynski, daughter of Sheila Ruczynski, an employee of Mueller Brass Company.
- Laila Ruffin, daughter of Kelton Ruffin, an employee of Aurubis Buffalo, Inc.
- Zachary Ruger, son of Mark Ruger, an employee of Alro Steel.
- Hope Rutkowski, daughter of Mark Rutkowski, an employee of Alro Steel.
- Christopher Sauvageot, son of Christopher Jason Sauvageot, an employee of Alro Steel.
- Delaney Smith, daughter of Virginia Smith, an employee of Alro Steel.
- Elizabeth Wieland, daughter of Caleb Wieland, an employee of Mueller Brass Company.

Funded by donations from CBSA member companies, CBSA awards multiple scholarships in various amounts to deserving young men and women each year. CBSA member company employees, children of member company employees and students enrolled in an undergraduate degree program for industrial distribution are eligible to apply for the CBSA scholarship.



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**Call for Volunteers**

The CBSA Scholarship Committee is looking for additional volunteers to serve on the committee.

Members wishing to serve on the Scholarship Committee should have a strong passion for the red metals industry and be willing to engage other members in scholarship fundraising activities. Reviewing the scholarship applicants requires a great attention to detail and a large time commitment approximately four weeks prior to the CBSA Convention.

The Scholarship Committee suggests new or revised policy guidelines, reviews applications, selects recipients and develops fundraising programs. It reports to the CBSA Board of Directors.



## Industry / Partner News

### Congressional Antitrust Bills Target Amazon

Last week, the House Judiciary Committee passed six bipartisan bills targeting the anticompetitive practices of the four largest tech monopolies in the country. The American Innovation and Choice Online Act and the Ending Platform Monopolies Act, sponsored by Reps. David Cicilline (D-RI-1) and Pramila Jayapal (D-WA-7), would prohibit Amazon from abusing their power in ways that harm competition and third-party sellers. Together, these bills intend to restore competition on Amazon Business' (B2B) marketplace by preventing them from using their market power to pick winners and losers, favor their own products or otherwise distort the marketplace through abusive conduct.



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### European Union and United States Agree to Respite in Trade Dispute

The United States and the European Union have agreed to a five-year truce in their ongoing dispute resulting from aircraft subsidies. While most of the products impacted were agricultural or textiles, many copper and brass products were listed as possible candidates for tariffs. In addition, the United States and European Union agreed to end a separate dispute over steel and aluminum.





NATIONAL ASSOCIATION OF  
WHOLESALE-DISTRIBUTORS

## NAW Blog: Is Storytelling the Missing Link for Leveraging Distributor Data? - 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.

Distributors may understand that mastering data, analytics and artificial intelligence (AI) is essential if they are to survive and thrive in the digital age. However, very few leaders have a comprehensive game plan for turning their company into a data-driven business.



### Upcoming Events

**September 27-28, 2021** - [CBSA Red Metals Summit](#), Tampa, FL

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