

July 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!

## Leadership Update

Lance Shelton  
CBSA President

The CBSA Executive Committee (EC) has a new look now. Vice President Joe Napolitan resigned several months ago, so we welcomed Mike Russo of National Bronze Manufacturing Company. Shortly after that, Rick Bacharach had to resign as well. The EC nominated and the CBSA Board of Directors approved the appointment of Martin Little of Concast Metal Products Co. to the EC. The current Executive Committee officers are as follows:



- President Lance Shelton
- Vice President Dave Goad
- Treasurer Mike Russo
- Secretary Martin Little

Both Russo and Little have extensive experience on the CBSA Board of Directors and I'm pleased to welcome them to the Executive Committee. I also want to thank Joe Napolitan and Rick Bacharach for their dedication to the organization over the years.

In other CBSA news, I hope you had the opportunity to attend the CBSA Virtual Keynote on June 26. Connor Lokar from ITR Economics presented a timely 90-minute session that covered the impact of COVID-19, the low oil prices and a forecast for the near future. ITR Economics is predicting a painful 2020, but expects improvement in 2021 and 2022. Lokar noted several times how closely

copper shipments correlate to the U.S. Industrial Price Index. If you were not able to attend the webinar, I encourage you to watch the recording on the members' only area of the CBSA website.

As we all work hard to adjust and adapt to the way this plays out, let us all stay healthy, please know that CBSA is carefully monitoring COVID-19-related recommendations and travel restrictions. We hope to see service center members at the Service Center Training Event hosted by NGK Metals Corporation in Sweetwater, TN, this October 7-8. If for any reason we cannot have safely have this event, we will let everyone know ASAP and reschedule.

I hope you, your families and your employees are staying well. I'd like to leave you with some insight I've learned from a lifetime of growing up around pigs and cattle. I've witnessed the effects a virus can have on livestock. It can be devastating, and when it happens, we medicate the animals and hope for the best. As humans, we have the benefit of being able to practice social distancing and protect ourselves while keeping the economy open. It is a national, state and world effort, yet it is possible if we all work together. We will get through this.

And, just a reminder that the CBSA COVID-19 resource page is being updated frequently, so please refer to it as you have questions:

[CBSA COVID-19 Resources](#)

## CBSA News



### **Aurubis Buffalo, Inc. Appoints Charles Morgan President**



Charles Morgan has been appointed president of Aurubis Buffalo, Inc. He was the vice president of global technical marketing for the company from 2012 to 2018. During his 30-year career, Morgan has held various positions in commercial marketing, sales, new product development, technical marketing, quality and others, including international assignments in Germany and Singapore.

Morgan holds a bachelor of science degree in electrical engineering from the University of Illinois. He holds executive management certifications from Kellogg School of Management and Booth Chicago School of Business. His first official day as president is scheduled for Monday, August 3. [www.aurubis.com](http://www.aurubis.com).

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**CBSA Webinar: The Pandemic and New Estate Tax Law: Assuring the Successful Continuation of Your Company**

Wednesday, September 16, 2020

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

In this free webinar, business owners will learn about the tools and strategies needed for business succession, wealth preservation and the eventual transition of assets.

You will leave this webinar understanding:

1. If your succession plan is consistent with current tax law, business structure and family involvement
2. That simply having a plan isn't sufficient. The result of the plan will vary significantly depending on what types of trusts, buy/sell agreements, life insurance and valuation you have – they are not all the same
3. How to address active and non-active children when planning for succession in a family business
4. How to avoid life insurance mistakes that can create significant tax liability and loss of benefits
5. Much more

Count Me In!



## 2020 CBSA Annual Service Center Training Event - Registration Open

The 2020 CBSA Annual Service Center Training Event is scheduled 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](#)

## Industry / Partner News



### **NAW Blog: Distributors are Innovating, but are Manufacturers Paying Attention? - 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 are a strategic go-to-market asset for manufacturers and many are stepping up to reinvent the traditional distribution business model for the digital age. My recent conversations with manufacturers indicate that many suppliers have not noticed, and very few have actively engaged with, even their most influential distributor partners. The partnership between distributors and manufacturers remains as crucial as ever, but it will die without proactive collaboration around emerging innovation opportunities.

[Tell Me More](#)

## Upcoming Events

**September 16, 2020:** [The Pandemic and New Estate Tax Law: Assuring the Successful Continuation of Your Company](#), CBSA Webinar

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

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