



KEEPING YOU CONNECTED

April 2022



Thank you to this month's sponsor:

[Lewis Brass & Copper Company](#)



The Tubing & Alloy Experts

[HOME](#) [ADVERTISE](#) [CONTACT](#)

The monthly e-newsletter exclusively for CBSCA members keeps you informed about CBSCA 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 CBSCA members. It's free publicity!

---

## The Copper and Brass Supply Chain Association

**Susan Avery**

*CBSCA Executive Director*

Thank you to everyone that attended the 71st Annual CBSA Convention in Clearwater, FL. The association welcomed a record-setting number of first-time attendees: 25 people attended the convention for the first time. The association also welcomed a record-setting number of nonmember companies to the convention: 19.



With the 2022 Annual CBSA Convention came the announcement of expanding the association to the Copper and Brass Supply Chain Association (CBSCA) CBSCA is an evolution of the association that honors the past, better reflects the current members' roles in the supply chain and provides a position of growth for the future.

CBSCA will launch with two membership categories: Providers and Affiliated members. The Providers will consist of the current CBSA members: distributors, fabricators, mills

and platers. The Affiliated membership category will include companies that serve the Providers; that is, they provide the products and/or services that help the Providers serve their customers. These companies could include transportation/logistics, scrap, machinery, etc. In the coming months, the board will define these categories and determine the membership dues structure. For more information please read the latest [CBSCA press release](#).

Keep your eye out for the new CBSCA website that will be launching soon. We are excited for the growth the future of the association.

## CBSCA News

### Call to Participate in the 2021 Annual Survey of Manufactures

The Annual Survey of Manufactures (ASM) provides the best measure of current U.S. manufacturing industry outputs, inputs, operating status, and location. High-quality economic statistics are indispensable to understanding our domestic economy, and most models of our economy depend on data from this survey.

Data compiled from the U.S. Census Bureau's ASM are only possible because of the participation of businesses like yours. The U.S. Census Bureau is determined to provide the most accurate and useful data possible. To achieve this standard, it is crucial to obtain the information collected on the ASM from businesses that are selected to participate.

If your company was selected, you received a letter informing you of the selection, providing an authentication code, and directing you to the U.S. Census Bureau's respondent portal to sign in or register.

1. **Sign in** OR **register** at <https://portal.census.gov>
2. **Add** your authentication code OR **locate** this report under "My Surveys."
3. **Report** by clicking on "REPORT NOW." You can return to your account over multiple sessions to complete the survey.

[Tell Me More](#)

## Industry / Partner News



### New Member: Industrial Metal Supply Co.

The Copper and Brass Supply Chain Association is pleased to announce its newest member, [Industrial Metal Supply Co.](#), a full-service metal supplier based in Southern California, Arizona and Northern Mexico. Industrial Metal Supply Co. supplies steel, aluminum, stainless, copper/brass and specialty metals by offering

## Bearing Bronze Limited Podcast: Between Two Bushings

Bearing Bronze Limited specializes in the manufacturing of custom engineered bushings and bearings, and an entertaining YouTube channel. Hosted by Bryce Dougan, Between Two Bushing is a video series/podcast that dives into topics such as Canada's greats, America's best fast foods, the CFL vs. NFL and more. Watch the first episode [here](#).



## IBC Advanced Alloys Launches Copper Alloy Casting Operations in Its New Vertically Integrated And Expanded Indiana Facility

IBC Advanced Alloys Corp. has launched copper alloy casting at its new and expanded copper alloy foundry facility in Franklin, Indiana. The launch of production at the new facility marks the effective completion of a two-year consolidation of three production facilities into a single vertically integrated manufacturing operation dedicated to producing copper and copper alloy products.



## NAW Blog: Why Heads of Sales Should Expand Their Inside Sales Function

The below excerpt is from the NAW Blog. Additional posts can be found [here](#). This article is by Mark Dancer, NAW Institute for Distribution Excellence Fellow.

The role of the inside sales rep is changing. Not long ago, an inside sales rep's primary duties were to generate leads via phone or email and process reorders and renewals. In many ways, their responsibilities were more closely aligned to a

modern-day customer service rep than to a traditional outside sales rep. Now, as technology advances and the sales environment is more remote than ever, things are beginning to change.



## Don't Underestimate the Slowing Growth Ahead

Earlier in April, ITR Vice President of Economics Jackie Greene issued a pointed warning to our readers: Just because we have forecasted a "soft landing" – or no-recession scenario – for the US macroeconomy in 2023 doesn't mean you should assume your particular markets or company will avoid recession. This is an excerpt, find more articles like this [here](#).



## Upcoming Events

**October 2022: CBSCA Red Metals Summit**, Date to be determined

For **Editorial Information**, contact  
[Kailee Canty](#), marketing and education manager



For **Advertising Information**, contact  
[Dave Blackhurst](#), director of membership and sales

Login to the [members' only area](#) of CBSCA's website to access archived webinars, convention presentations, industry reports, economic data and much more.