



KEEPING YOU CONNECTED

January 2022



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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!



**See You at the 71st Annual CBSA Convention**

Lance Shelton  
CBSA President

One of the things I like most about being part of CBSA is that we know each other and we are there for each other, in good times and also in tough times. While the fire at Hussey Copper on January 16 was disruptive, we are gratified to hear that, according to Vice President Paul Trunzo, "thanks to our commitment to safety there were no injuries. The only area in our plant impacted was our main casting area. We continue to operate as usual throughout the rest of the plant utilizing our secondary furnaces. Our main furnace itself was not damaged and we are happy to report that we are ahead of schedule on our recovery and we expect to be casting back to normal very shortly." All very good news.



This community is possible because we have opportunities to connect with our peers in the red metals industry at CBSA events such as the return of the annual convention in 2022. I can't wait to see you all in Clearwater Beach, FL, in April. Check out the CBSA website for more details. If you can, come early for the golf tournament and stay until the closing party to maximize your networking time. If your schedule is more limited, you can shorten your time out of office while still benefiting from all the excellent sessions, including the keynote from fan favorite Connor Lokar. See you there!



## CBSA News



### **Tim Murphy Joins Revere Copper Products as Marketing and Architectural Services Manager**



Revere Copper Products, Inc. has hired Tim Murphy as marketing and architectural services manager. As a key member of the sales and marketing team, Murphy will be responsible for growing Revere's market share in architectural products and providing the company with marketing expertise in all areas they serve. He will be focused on strategically managing customer relationships and effectively responding to customer needs by providing expertise and knowledge in the architectural copper markets. Murphy previously worked at Bartell Machinery Systems LLC where he was the director of global sales and marketing.

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## CBSA Scholarship Applications Now Being Accepted

Applications are now being accepted for the 2022 CBSA Scholarships. CBSA members, the college-bound children of CBSA members and students in an industrial distribution program are eligible to apply. This program benefits both deserving students and academic institutions while also helping to channel outstanding personnel into employment within the copper and brass industries. The application deadline is March 4, 2022, so apply today!

[Tell Me More](#)

## Industry / Partner News



MARCH 21-24, 2022 // JW MARRIOTT // INDIANAPOLIS, IN

uid  
2022

## University of Innovative Distribution Early Bird Deadline January 31

The University of Innovative Distribution is a concentrated educational program focused on the unique needs of the wholesale distribution industry. Since its inception in 1994, UID has become known worldwide for excellence in education.

UID is sponsored by the Association Education Alliance (AEA) a consortium of 40+ distribution professional associations, in cooperation with the Department of Technology Leadership and Innovation of Purdue University. Working together, these groups take great pride in providing a superior learning experience for you. CBSA members receive the "AEA Association Members" discount. Register by January 31, 2022 to receive the early bird discount.



## NAW Blog: An Open Letter to the Sons and Daughters of Distribution - 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.

The threat of disruption and the opportunity for digital transformation are coming to distribution. The battle is already underway, and distribution needs your help. Distributors are aware of the challenge, and many are putting up modern e-commerce platforms and exploring the use of digital tools. But more is needed—and you can help!



## Upcoming Events

**March 21-24, 2022:** [University of Innovative Distribution](#), Indianapolis, IN  
**April 12-14, 2022:** [71st Annual CBSA Convention](#), Clearwater Beach, FL

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