



KEEPING YOU CONNECTED

March 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!

## Team CBSA

Lance Shelton  
CBSA President

I have missed each and every one of you of the past year. I hope you are all safe and I cannot wait to see you again. I agree with all the members who tell me "I can't wait to see everyone from CBSA" again.

We recognize that there is a lot of interest for you to gather and discuss what is going on in the industry, current and future business trends and connect with partners and colleagues. The board is pleased to announce the CBSA Red Metals Summit, an all-new event to be held in late September. This two-day event, designed to laser-focus on issues that matter to you the most, will feature industry experts addressing timely topics, provide opportunities to participate in vital discussions about your business and, of course, an opportunity to network.



Everything is different now: Rapid consolidation has changed the red metals industry dramatically. The COVID-19 global pandemic has put the brakes on a once-thriving economy. There is uncertainty ahead. What's the best way for businesses to plan when there are so many unknown factors?

We're here to help you find the answers you need in this crucial time. In two information-packed days at the CBSA Red Metals Summit, you'll hear from industry experts addressing the topics that impact your businesses the most.

The CBSA Red Metals Summit will feature:

- The ability to network again with everyone in person.
- Two full days of programming
- Industry experts addressing timely topics
- Valuable takeaways you can use immediately
- An easy-to-access location in a convenient city center
- An opportunity to network with your peers during a dinner event

The CBSA Red Metals Summit is a completely new event, and not intended to be "convention lite." We will roll up our sleeves and tackle tough issues. Join us at this important event to find solutions for leading your business through these difficult times.

[Tell Me More](#)

## CBSA News



### **IBC Advanced Alloys Delivers First of New Cost-Effective Beryllium Alloy Parts for the F-35 Aircraft**



IBC Advanced Alloys Corp. has begun delivering to Lockheed Martin a new beryllium alloy part – the Gimbal Mounting Ring – for the F-35 Lightning II aircraft's Electro-Optical Targeting System (EOTS). IBC makes the ring using its proprietary investment casting technology, which allows for more efficient and less costly manufacturing of the part than was previously possible.

The EOTS Gimbal Mounting Ring is part of a multi-year contract awarded in December 2020. In addition, IBC was awarded another multi-year contract to produce the Azimuth Gimbal Housing Unit for the EOTS systems, which IBC has manufactured for Lockheed Martin since 2015. The total value of the December purchase order for both parts was approximately US\$9.7 million, which represented a 24 percent increase over IBC's previous three-year purchase order from Lockheed Martin.

[Tell Me More](#)



## Materion and Radian Audio Partner to Increase Production of High-End Truextent® Acoustic Beryllium Diaphragms

Materion Corporation and California-based Radian Audio have announced that they will partner together to manufacture Truextent® premium acoustic beryllium diaphragms used in high-end loudspeakers for both the pro audio and home audiophile markets.

Materion has produced Truextent acoustic beryllium speaker domes, cones and diaphragms for more than 20 years, supplying high-end speaker makers around the globe. Recognized around the world by OEMs and ODMs, Truextent genuine all beryllium acoustic components enable these firms to provide their clientele with crystal-clear sound reproduction, thanks to beryllium's high stiffness-to-weight ratio. This property improves the diaphragm's piston motion, dramatically reducing unwanted distortion or sound "breakup."

This partnership will enable Materion to offer increased volume to support the growing high-end acoustic industry and support continued growth into the next decade. It also sets the stage for potential future collaborative efforts between the companies in the effort to bring the acoustic benefits of beryllium to a wider audience.

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### Industry / Partner News

**Metal Center News**  
SOLUTIONS FOR PROFITABLE DISTRIBUTION

**Red Metal Report**

Copper is in high demand, thanks to its conductivity, durability and other properties, but such demand comes at a price. Those who offer copper alloys are encouraged by their worldwide surging demand. "The growth in the red metals industry has gone from zero to sixty miles

per hour after the pandemic. From a distribution standpoint, it's the busiest we've been in multiple years," said Lance Shelton, vice president of Christy Metals, Inc., Northbrook, IL, and president of the Copper & Brass Servicer Association. Martin Little agrees copper is in great demand. He is the executive vice president of sales and marketing at Concast Metal Products Co., in Wakeman, OH, and Mars, PA. The company is the largest continuous caster of copper alloys in North America. "Some segments of the market that use copper are extremely busy," he said. "I just got off the phone with somebody at a flat-rolled service center, and they are busier than they've ever been, so that's good news."



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## Large Civil Aircraft WTO Dispute

The European Union (EU) and the United States agreed on the mutual suspension for four months of the tariffs related to the World Trade Organization (WTO) Aircraft disputes. The suspension will cover all tariffs both on aircraft as well as on non-aircraft products and will become effective as soon as the internal procedures on both sides are completed.

This will allow the EU and the United States to ease the burden on their industries and workers and focus efforts towards resolving these long running disputes at the WTO.

The EU and the United States are committed to reach a comprehensive and durable negotiated solution to the aircraft disputes. Key elements of a negotiated solution will include disciplines on future support in this sector, outstanding support measures, monitoring and enforcement and addressing the trade distortive practices of and challenges posed by new entrants to the sector from non-market economies, such as China.



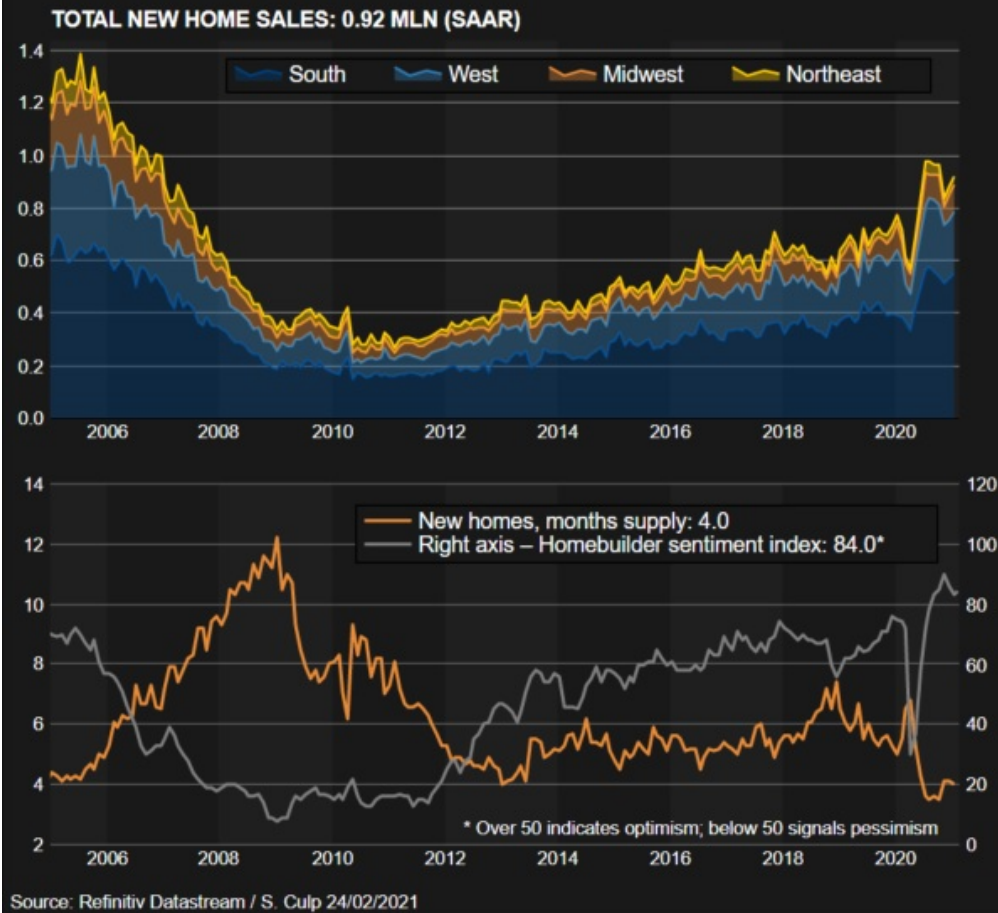
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## U.S. New Home Sales Blow Past Expectations in January

Sales of new U.S. single-family homes increased more than expected in January, boosted by historically low mortgage rates and an acute shortage of previously owned houses on the market.

The report from the Commerce Department suggested the housing market would continue to underpin the economy's recovery from the COVID-19 recession. Momentum could, however, ebb in the near term after winter storms wreaked havoc in Texas and large parts of the South region.

# U.S. new home sales



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## NAW Blog: Are Distributors Learning from Retail's E-Commerce Transformation? - 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.

In many ways, the impact of digital transformation and disruption on the retail industry is ahead of similar changes happening in distribution. Distributors can learn from retail and then upgrade their strategies and operational plans to be better prepared for changes that are certain to come. Distributors that fail to learn from retail's transformation risk being blindsided by predictable changes that will come to distribution. Forewarned is forearmed, and in the war for digital dominance, every distributor must strive to be armed to the teeth and ready for battle.

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## Upcoming Events

The week of September 27-30, 2021 - [CBSA Red Metals Summit](#)

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