



KEEPING YOU CONNECTED

February 2023



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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

David Goad
CBSCA President



Greetings copper and brass professionals. As we begin 2023, I have a few questions for you...

- *How's business?*
- *How are changes in supply and demand impacting your inventories?*
- *What challenges are you facing?*

I am always impressed by just how much there is to learn from each other.

We are less than two months away from our [72nd Annual CBSCA Convention in Lost Pines, Texas](#). Please join your colleagues for what is always a worthwhile networking experience. Come planning to participate in our industry roundtable discussions, take advantage of the award-winning golf course and gain insights

from the excellent guest speakers Connor Lokar, ITR Economics, and Jeff Tobe of the CX Edge.

I hope to see you there! If you plan to attend, please register so others may know you are joining. If you are unable to attend, please consider sending someone from your company. The convention is best when we all take a place at the table.

CBSCA News

Save and book your stay for the 72nd Annual CBSCA Convention by March 13, 2023



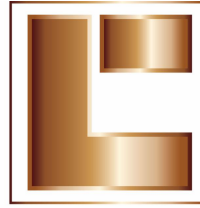
Join the Copper and Brass Supply Chain Association in-person at the 72nd Annual CBSCA Convention in Lost Pines, TX where we will enjoy:

- Keynote speakers and round table discussions
- Opportunities to make and renew vital business connections
- The opportunity to learn more about the association and its members, grow professionally and personally and maximize your investment in CBSCA

The CBSCA Annual Convention offers something for everyone, from learning to networking to fun. We can't wait to see you again this April 18-20, 2023, in Lost Pines, TX!

CBSCA staff work hard to lock in an exceptional group rate for you. **Be sure to book your stay at the [Hyatt Regency Lost Pines](#) by March 13, 2023 to receive the special room rate of US\$309 per night.**

Count Me In! 



Cambridge-Lee Industries LLC

Cambridge-Lee Industries LLC, Celebrates Two 30-year Anniversaries

In February 2023, Cambridge-Lee Industries LLC, celebrates not one, but two 30-year work anniversaries! Congratulations to both Lynn and Ricky on this outstanding accomplishment.



[Tell Me More](#)



Happy Valentine's Day from Concast Metals Products, Co.

For a quick dose of punny Valentine's jokes and an adorable animation, check out Concast Metal Products Co.'s latest video in their email campaign.



[Tell Me More](#)



The Flywheel Separation: Pricing, Profitability and Business Transformation

The below excerpt is from the NAW Blog. Additional posts can be found [here](#). This article is by David S. Bauders.

Even before the pandemic, the forces of change were looming large in wholesale

distribution. New generations of buyers were changing how they buy and what they expected from distributors — which in turn, was forcing a wholesale transformation of the modern distributor. The post-WWII distribution-center-with-local-branches model was showing its age. Digital technologies — including e-commerce and digital customer buying platforms — have been slowly but inexorably growing and shifting the modern economic imperative for distributors.

[Tell Me More](#)



How to Prepare Your Business for the 2024 Recession

After the Federal Reserve Board made increases to the federal funds rate last year in its bid to combat inflation, a macroeconomic recession we had forecast for mid-decade was pulled forward. It will begin in late 2023 and continue through 2024. Now that there is less time before it arrives, ITR Economics is here to help your business prepare for the 2024 recession.

[Tell Me More](#)

Upcoming Events

April 18 - 20, 2023: [72nd CBSCA Convention, Lost Pines, TX](#)

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