



KEEPING YOU CONNECTED

March 2020



The Tubing & Alloy Experts

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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!



Register for the CBSA Annual Service Center Training Event!

CBSA service center member company employees are invited to attend CBSA's 2020 Service Center Training Event hosted by [NGK Metals Corporation](#) on Wednesday, **June 17, 2020** in Sweetwater, TN. For added value to attendees, a networking dinner will be held on the evening of Tuesday, June 16.

Count Me In!

2020 Update

Lance Shelton
CBSA President

Last week the CBSA Board of Directors made the difficult decision to cancel the 2020 CBSA Annual Convention due to the growing concern surrounding COVID-19 (coronavirus). With the most recent [Centers for Disease Control and Prevention](#) (CDC) guidance for large events, recommending that for the next eight weeks organizers cancel or postpone in-person events that consist of 50 people or more throughout the United States, we are gratified that we made the right call.



As your president, I encourage all members to take the necessary precautions to protect yourself and your loved ones. The CDC recommends the following:

- Wash your hands often and for at least 20 seconds each time
- Don't touch your face
- Avoid close contact with others
- Stay home if you're sick
- Cover coughs and sneezes with your elbow rather than your hand
- Wear a facemask if you are sick
- Clean and disinfect

For more detailed information on the above, please visit the [How to Protect Yourself](#) page on the CDC website. In addition, watch for information from your state's health department.

In the meantime, I wish you the best of health and look forward to welcoming all CBSA members at the 2021 Annual CBSA Convention in Coronado, CA (outside of San Diego) on April 13-15, 2021.

CBSA News

Wieland Wieland North America Acquires Scott Brass

Wieland North America announced that they have entered into a definitive agreement to acquire the business of specialty metals re-roller Scott Brass (House of Stainless, Inc., d/b/a Scott Brass) through an asset purchase transaction.

The transaction will broaden the customer base served by Wieland's global distribution network consisting of more than 90 facilities and 9,000 employees.

Scott Brass, based in Cranston, RI offers a range of specialty metals products to its customers in the Northeast and across the United States.

Scott Brass customers can expect Wieland to continue to meet their needs for copper, copper alloy and specialty metals products in North America and across the world through expanded access to Wieland's manufacturing capabilities and distribution network.

The Wieland-Scott Brass transaction is expected to close in approximately 60 days.



Benefits of Graphite Plugged Bushings



There are three different types of flanged bronze bushings, including plain bushings; oil or grease grooved flanged bushing; and graphite plugged bushings. Atlas Bronze's newest blog post takes a closer look at graphite plugged flange bushings.

What is a flange bushing?

Flange bushings (also known as flange bearings) are used whenever support is needed for a shaft that runs perpendicular to the bearing's mounting surface. With this support, you can avoid problems with high speeds and heavy loads that cause shafts to flex, vibrate or otherwise move. Dimensions on these bushings can vary; they can be manufactured in a variety of lengths, diameters and thicknesses.



Sustainability in Your Bearings and Bushings

Customers are becoming more environmentally conscious, which means they expect sustainable practices from the brands they support. Therefore, sustainability is becoming top-of-mind for businesses.

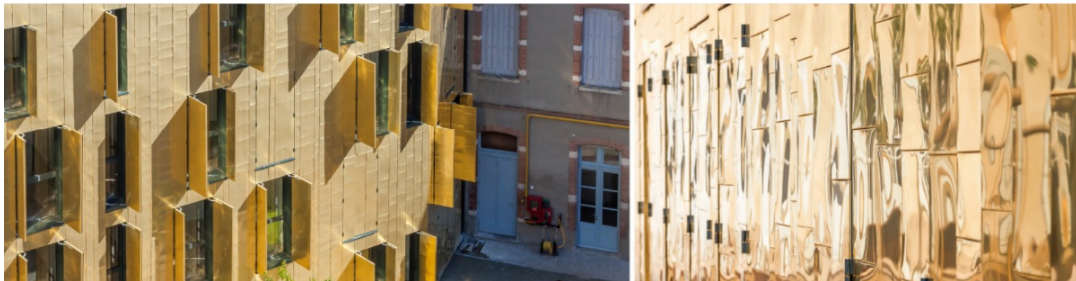
In response, organizations across industries are moving to integrate sustainability into the basis of their business strategies. This has led to an increase in the use of sustainably sourced materials and components in the manufacturing sector.

Bunting Bearings details their policies and solutions in their most recent blog post.

[Tell Me More](#)



TECU Gold - Finesse and Elegance



The former College de Foix is located in the historic center of Toulouse, France, near the Place du Capitole. The building and its keep, dating from 1457, house various social institutions run by nuns.

When the ensemble was extended to include a nursing home for the elderly, the existing courtyard was closed architects created a second ceremonial courtyard. The architecture brings modern and traditional building forms into harmony.

The basic idea for the design of the façade was to let its reflections, movements and softness invoke a gently moving water surface, thus creating a metaphor for a peaceful, quiet life. The four levels of the building are clad on the outside with TECU® Gold copper sheets and have randomly appearing window openings.

TECU® Gold was chosen to both do justice to the traditional character of the historic location and to create spectacular lighting effects of great finesse and elegance. TECU® Gold is a copper alloy which, once installed, gradually develops into an elegant, matte brown-golden surface which is reminiscent of the precious metal with its own unique character.

[Tell Me More](#)

Industry / Partner News

NAW Blog: What is Your Approach to Distributor-lead Innovation? -

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.

Continual Improvement as Distributor-led Innovation

This is perhaps the easiest or most natural way for a leader to conceptualize innovation as a strategy for their business. Most distributors have already driven continual improvement in the backend of their business by driving efficiencies and productivity in their warehouse and logistics operations. Some are now attempting to do the same on the frontend of their business by using digital analytics to drive high-quality solutions for customers and productivity and effectiveness of their sales force, and to develop digital marketing capabilities that are on par, or even better, than the strongest brand-name manufacturers.

The key to thinking of innovation as continual improvement is to strive for game-changing business results. Make changes that make your business an indispensable partner for your customers and suppliers. To aim for less is to strengthen your business and financial results as a highly competitive distributor, but one that still plays largely by the old rules that existed before the explosion of digital tools and the emergence of dominating disruptors. Customers and suppliers are seeking to make their own businesses competitive in the digital age, so by aiming to be an indispensable supplier, distributors can offer their own game-changing solutions that will help ensure their competitiveness and survival.

Tell Me More



Upcoming Events

June 16-17, 2020: [CBSA Annual Service Center Training Event](#)

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