



CASE STUDY

STRATEGIC METALS CORPORATION

TREVOSE, PENNSYLVANIA

Established in 1996, Strategic Metals Corporation is a small, privately-held direct consumer supply company that processes and trades base metals, including aluminum, copper, and nickel alloy. The company ships nationally and globally.

THE CHALLENGE

Strategic Metals Corporation needed a real-time market information solution that could provide current financial information and news that could affect the direction of the market. They also needed quotes off the New York Mercantile Stock Exchange and London Metal Exchange.

Jacob Cohen, the company's president, was specifically interested in U.S. Commerce releases that impact prices, such as housing and employment. "When you are trading metals, it is important to have an idea of how the market is going to react," said Cohen.

THE DTN® SOLUTION

Cohen selected DTN ProphetX™ *Commodities Edition* from information services leader DTN. The commodities trading focused system is a comprehensive solution supplying an industry-leading array of innovative productivity features, advanced analytics, and performance enhancements — including order execution.

DTN ProphetX *Commodities Edition* conveniently helps users organize and display information, and easily customize quote content. Industry-specific displays such as crack spreads, crushes, or strips are as simple as a click of the mouse.

The solution's unique tools filter data to create a strong contextual relationship between quote displays, charts, and industry news. A single click allows the user to access all relevant information for a particular commodity or market, and to view information in an intuitive and flexible manner.

THE RESULTS

In addition to its powerful capabilities, Cohen values the real-time news that DTN ProphetX *Commodities Edition* delivers, which he credits for helping him make better trading decisions. "I particularly like the ability to flip back and forth between other programs easily," added Cohen.



TRADING SMARTER

DTN PROPHETX

"I previously used a system from one of DTN's competitors and the DTN solution provides me with more timely information," said Cohen.

In addition to the more accurate, timelier information provided compared to his previous solution, Cohen also appreciates its affordability. As a smaller company, Strategic Metals Corporation strives to be

cost-conscious, making both DTN ProphetX *Commodities Edition's* performance and price point ideal for their needs.

Cohen also likes to view weekly and monthly reports that affect contracting or expanding of the markets so he can get a handle on if prices are going to trend up or downward.

THE CLIENT'S VIEW

"DTN ProphetX *Commodities Edition* enables me to have a sense of direction of where the market is going. It allows me to be a more effective trader. With DTN ProphetX *Commodities Edition*, you are on top of your game."

Jacob Cohen, president, Strategic Metals Corporation

