



CASE STUDY

## Utah Metal Works

Salt Lake City, Utah

Owned and operated by the Lewon family since 1955, Utah Metal Works is a scrap metal broker and processor. They process more than 15,000 tons of nonferrous metals annually in both wire chopping and baling operations. The company draws primarily from post-industrial sources as well as works with other scrap dealers and industrial accounts. They also do more than 4,000 tons of ferrous processing annually also from industrial accounts. With 40 employees, Don Lewon, president, runs the company his father purchased more than 50 years ago. Lewon's two sons, Mark and Chris, have also joined him in the business.

With employees specially trained in separating nonferrous metals, the Lewons focus on returning the value in the metals to the customer. This approach reflects their business philosophy of always taking care of the customer.

### The challenge

The Lewons needed instant quotes off the London Metal Exchange (LME) and COMEX, the leading U.S. market for metals futures and options trading. "When we're in a buying or selling position, we need quotes and information on the companies that we're dealing with," said Lewon. "It's very important that we know what we're getting is reliable, accurate, and timely," he explained.

### The DTN solution

The Lewons had used DTN Instant®, which provided satellite-delivered market information, for 14 years. About a year ago, they transitioned to DTN ProphetX. Despite being courted by other vendors, they decided to stay with DTN ProphetX because it is competitively priced and works well for them, even though Lewon was initially reluctant about the online aspect of the product. Both Lewon and his son, Chris, vice president of marketing and administration, find that they like being able to access information from the office computer. "I thought I wouldn't like that, but I am so glad to be on the Internet with DTN ProphetX," said Lewon.

"Having DTN ProphetX online means that we have fewer pieces of equipment, and it's all in one interface," said Chris Lewon. "I find it extremely convenient to have it online. I like that I can flip back and forth between a contract onscreen and the DTN ProphetX screen."

### The results

They use DTN ProphetX on a "more than daily basis," according to Chris who needs a wealth of pricing information. "I do most of the pricing whether purchasing or selling," he said.



Chris also likes to watch the newswire to follow news events that may affect the current market or may have a future effect. "It's really interesting to know that, as things are happening in the news, you're aware of it as the markets become aware of it," said Chris Lewon. "You then base your reactions on what everyone else is reacting to at that moment," he said.

Don Lewon likes to use DTN ProphetX to watch what's happening in the LME and the copper markets. He also uses it to keep his trading skills honed. "Once in awhile I'll elect to buy or sell a contract or two, so I stay tuned in to the market," he said.

DTN ProphetX is almost the first thing that Chris turns on when he arrives in the morning. "The lights come on, the computer comes on, and DTN ProphetX is on," he said. Other than the light switch, DTN ProphetX is also the last thing he turns off at the end of the day.

They've added COMEX Live pricing capability to their DTN ProphetX subscription. "We need the instant pricing because a lot of the time we're trying to beat averages," said Chris. "Fifteen minutes — especially when copper is at \$2 a pound is a lifetime," he said.

"When you're pricing and seeing trends, you've got to know what's happening now," said Don Lewon.

#### The client's view

"You can't be without DTN ProphetX. You've got to know what's happening when the markets are open."

Don Lewon, Salt Lake City, Utah

