



EFC - MetalMiner Partnership Program

ELECTRO
FEDERATION
CANADA

EFC

MetalMinerSM



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Wire and Cable Companies

EFC members in the wire & cable segment can bring independent metal pricing insight directly into their purchasing and pricing decisions. The EFC × MetalMiner partnership delivers clear, directional trends and long-term views for aluminum, copper, zinc, and tin.

Why this is important for members:

- Copper and aluminum often represent the majority of the total product cost. So, greater visibility into these two metals has a significant impact on EPS and EBITDA.
- A poorly timed buy or an unchallenged conversion charge can wipe out margins on entire orders or even contracts.

What wire and cable companies get with MetalMiner:

- **Up to 6 short-term metal price forecasts**
- **1 Long-term metal price forecast for one of the following (for contracting & margin planning):**
 - GOES (China)
 - Copper (Choose from 3MO LME, or 3MO Comex)
 - Aluminum (Choose from 3MO LME, Aluminum MW Premium, or 3M Comex)
 - HRC (US)
 - CRC (US)
 - HDG (US)
 - 304 Stainless Steel (US, Polish 2B)
- **Monthly Metals Outlook Report**
Delivers in-depth price forecasts, market trends, and sourcing strategies across copper, aluminum, and flat-rolled steel markets, supporting transformer manufacturers as they manage long lead times and protect margins.
- **Monthly Metals Index Report:**
A monthly trend indicator showing whether copper and aluminum prices are moving up, down, or sideways, helping wire and cable manufacturers align rod and conductor purchasing and customer quoting with real market momentum.

How this saves wire and cable companies money:

- Better timing of conductor purchases, which lowers average input costs, especially on high-volume items.
- Avoid overpaying when market trends are flat or declining.
- More precise metal assumptions in quotes to increase confidence in quote validity windows, thereby improving cost competitiveness and accuracy.

Transformer Companies

The EFC × MetalMiner partnership equips transformer manufacturers and their channel partners with clear, metal-specific insights for GOES, copper, aluminum, stainless steel, and nickel.

Why this is important for members:

- Transformer projects often have long lead times and fixed selling prices; however, metal prices can change rapidly.
- Turn ordinary price data into hedging power: Go beyond “What did it cost?” and start answering “how do we protect our margins?” Members can plug Market Signal’s short, mid, and long-term forecasts directly into their hedge programs, using the same transparent, timely data to structure, time, and size hedges across all key materials.
- Without a disciplined view on metals markets, companies either underprice risk (and lose money) or overprice it (and lose business).

What transformer companies get with MetalMiner:

- **Up to 6 short-term metal price forecasts**
- **1 of the following long-term metal price forecasts (for capacity planning & margin defense):**
 - GOES (China)
 - Copper (Choose from 3MO LME, or 3MO Comex)
 - Aluminum (Choose from 3MO LME, Aluminum MW Premium, or 3M Comex)
 - HRC (US)
 - CRC (US)
 - HDG (US)
- **Grain-Oriented Electrical Steel Report**
A quarterly, forward-looking price intelligence report for grain-oriented electrical steel sourced from the U.S., Europe, China, and Japan.
- **Monthly Metals Index (MMI):**
A set of monthly metal price indices showing price trends, copper, aluminum, and steel, giving transformer manufacturers early visibility into core, winding, and enclosure cost trends impacting backlog pricing and margins.
- **MetalMiner Monthly Metals Outlook (MMO):**
Delivers in-depth price forecasts, market context, and sourcing guidance across steel, copper, and aluminum markets, supporting transformer manufacturers as they manage long lead times and protect margins.

How this saves transformer companies money:

- Members can time core and winding purchases to minimize exposure to the highest-risk periods, reducing average material cost for transformer projects.
- They can build contingencies into bids large enough to cover realistic risks, but not so large that they price themselves out of deals.
- They can use independent data to push back on emergency increases that exceed what the underlying GOES or copper data support.

Distribution Companies

(Switchgear, enclosures, panels, structural components, etc.)

EFC members serving the distribution segment can now bring an independent metals view into their steel, galvanized, stainless, aluminum, and copper purchasing and sourcing decisions.

Why this is important for members:

- Enclosures, panels, and switchgear often carry thin margins and a high percentage of metal content; therefore, even modest cost shifts can wipe out profitability.
- Without structured insights, teams may lock into contracts at the wrong time.

What electricity distribution companies get:

- **Up to 6 short-term metal price forecasts.**
- **1 Long-term metal price forecast for one of the following metal types (multi-year grid investment planning):**
 - GOES (China)
 - Copper (Choose from 3MO LME, or 3MO Comex)
 - Aluminum (Choose from 3MO LME, Aluminum MW Premium, or 3M Comex)
 - HRC (US)
 - CRC (US)
 - HDG (US)
- **Monthly Metals Index (MMI):**
A monthly gauge of price trends for copper, aluminum, and steel, supporting project budgeting, escalation discussions, and capital planning for grid and infrastructure investments.
- **MetalMiner Monthly Metals Outlook (MMO):**
Offers forward price visibility and market insight for critical distribution materials, including copper, aluminum, and galvanized and flat-rolled steels, enabling better budget planning, escalation management, and infrastructure investment decisions.
- **Grain-Oriented Electrical Steel Report:**
A quarterly, forward-looking price intelligence report for grain-oriented electrical steel sourced from the U.S., Europe, China, and Japan.

How this saves distribution companies money:

- Timing contract renewals and spot buys with clear metal trends helps to minimize average input costs on galvanized steel products.
- Using forward-looking data to challenge steel and bus bar increases during negotiations can reduce or delay cost pass-through, preserving cash and margins.
- More accurate metal-based pricing models reduce the risk of selling below cost when metals rise and missing upside when they fall.