



UTILITY SOURCING ADVISORY SERVICE

THE ULTIMATE TOOL FOR ENERGY EXECUTIVES IN PURCHASING AND SOURCING FOR NORTH AMERICAN UTILITIES

For energy executives, determining future costs can be like playing the lottery. Should you stock up on materials now before prices skyrocket, or wait in hopes they will settle down? No two materials are alike, and you may find yourself placing multiple bets with few wins. To make smarter purchasing decisions and maintain your competitive edge, insight into price movements is essential.

► CRITICAL INSIGHTS AT YOUR FINGERTIPS

The Utility Sourcing Advisory Service provides the information you need to confidently take advantage of pricing highs and lows and minimize risk in a volatile market. With this service, you will be able to:

- **Strengthen contract negotiations**

Obtain forward-looking price and market information to help you get the best deal.

- **Explain price movements and cost escalations**

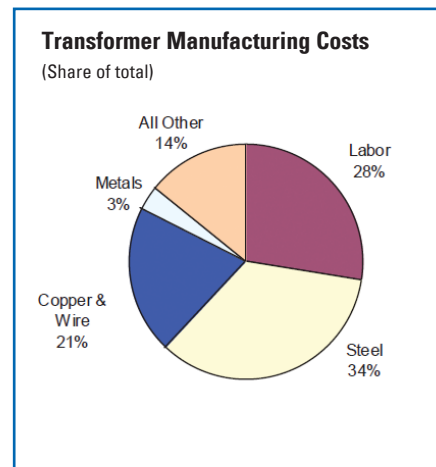
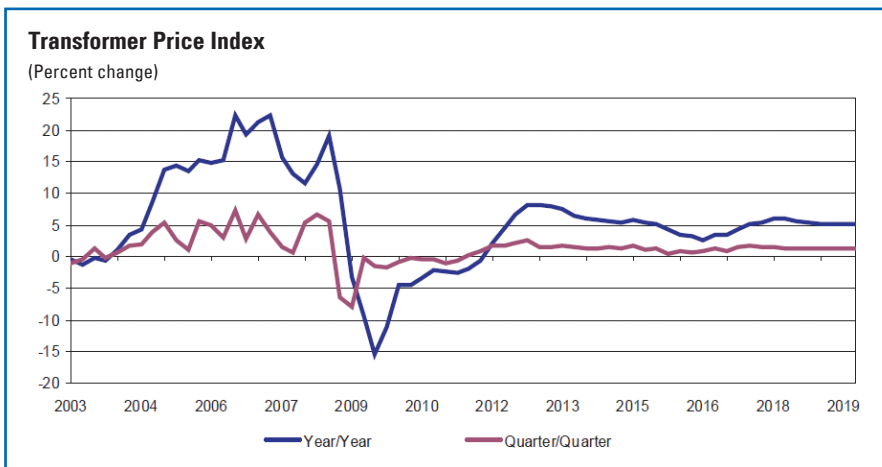
Know when your project costs will escalate and why.

- **Buy smarter**

Time purchases effectively to avoid major expenses and benchmark your purchasing performance.

Subscribers to this service receive quarterly reports about the movements of the utilities market, including snapshots of all key categories of materials and labor vital to the industry. With access to historical and forecast databases and support from our expert analysts, you will get both the tools and the tactical guidance necessary to make smarter sourcing decisions in today's uncertain market.

UNDERSTAND THE COST DRIVERS IN YOUR MARKET



Equipment prices are linked with the prices of materials used in their manufacture. How and when will plummeting metals prices and a pressured labor sector affect the price of transformers? Understanding the drivers in your market will allow you to make more informed purchasing decisions and protect your bottom line.



► **COMPREHENSIVE COVERAGE**

IHS Global Insight is the only company to provide cost forecasting specifically for the energy sector. Coupled with specific guidance and access to our analysts, and tied to our renowned macroeconomic and industry forecasts, the Utility Sourcing Advisory Service gives you a competitive edge — an edge no utility purchasing/sourcing executive should be without.

Summary Guidance						
Area	Category	Price: 12-18 Months	Price: 2+ Years	Supply: 12-18 Months	Supply: 2+ Years	Sourcing Guidance
Equipment	Electric Meters	●	●	●	●	Seek lower prices
	Natural Gas Meters	●	●	●	●	Seek lower prices
	Transformers	●	●	●	●	Contract better
	Circuit Breakers	●	●	●	●	Plan carefully and negotiate deals
	Wood Poles	●	●	●	●	Expand supplier base
	Plastic Distribution Pipe	●	●	●	●	Seek lower prices
	Power Wire & Cable	●	●	●	●	Seek lower prices
	Power Boilers	●	●	●	●	Seek alternatives
	Turbine/Generators	●	●	●	●	Focus on terms
Pollution Control Equipment	●	●	●	●	Plan carefully	
Materials	Carbon Steels	●	●	●	●	Hold off
	Stainless Steel	●	●	●	●	Seek lower prices
	Steel Pipe & Tube	●	●	●	●	Seek lower prices
	Specialty Steel	●	●	●	●	Negotiate deals
	Aluminum	●	●	●	●	Seek lower prices
	Copper	●	●	●	●	Seek lower prices
	Cement & Concrete	●	●	●	●	Seek lower prices
Labor	Construction in United States	●	●	●	●	Build relationships
	Construction in Western Canada	●	●	●	●	Build relationships
Fuels	Diesel	●	●	●	●	Manage use, hedge
	Natural Gas Feedstock	●	●	●	●	Manage use, hedge
	Uranium	●	●	●	●	Explore contracting opportunities

● positive outlook ● neutral ● negative outlook

► **FREE SAMPLE**

To view a free category sample of the Utility Sourcing Advisory Service, go to: <http://www.ihsglobalinsight.com/UtilitySourcing>.

THE POWER OF PERSPECTIVE

ABOUT IHS GLOBAL INSIGHT: IHS Global Insight (www.ihsglobalinsight.com) provides the most comprehensive economic and financial information on countries, regions, and industries available from any source. IHS Global Insight's immediate and insightful analysis of market conditions and key events enables innovative and successful decision making for clients around the world. IHS Global Insight employs approximately 700 employees in 13 countries.

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