



Subject: Southwire BA/CA & MV Price Sheets and Freight Terms

Dear Valued Customer:

Southwire Company, and the wire and cable industry as a whole, continues to be impacted by cost pressures and price increases in multiple areas including raw materials, metals, packaging and freight. In freight costs alone the industry has seen a 25%+ increase. Southwire makes every effort to control the cost of our products and services, but for these reasons, Southwire will issue a market price increase via new prices sheets to take effect at close of business on October 31st, 2018.

This price increase will affect Bare and Insulated Aluminum Products and Medium Voltage cable and will be applied to all quotes beginning November 1st, 2018. The new price sheets represent an increase to our list prices at an average of 10%.

Additionally, effective November 1st, 2018, Southwire is updating its prepaid freight terms for utility products from 5,000 Lbs. to 10,000 Lbs.

Should you have any questions, please contact your local Southwire Company Sales Representative.

Thank you for your continued support of Southwire.

Respectfully,

A handwritten signature in blue ink, appearing to read "Axel Schlumberger", written over a light blue horizontal line.

Axel Schlumberger
SOUTHWIRE COMPANY
Senior Vice President, Power Systems & Solutions