



January 6, 2017

**Subject: Industrial and Specialty Products Price Adjustments – Effective February 6, 2017**

Dear Customers:

Costs have continued to rise across numerous key suppliers of our raw materials, compounds, packaging and transportation. These increased costs have driven up our manufacturing and distribution costs on our Industrial and Specialty products including: medium voltage, tray cable, instrumentation, mining, transit, and armored products.

In an effort to help recover part of these cost increases, effective February 6, 2017, Southwire Company will increase our base prices an average of 2-5% on the products mentioned above. The exact percentage of increase will vary dependent on the cable construction.

Please take note that the following will apply:

- Current backorders in house as of January 6, 2017, will be honored at the previous agreed to prices.
- Orders accepted by Southwire Company prior to close of business on February 6, 2017 for immediate shipment out of available inventory will be honored at the prices in effect at time of order placement.
- Orders accepted by Southwire Company prior to close of business on February 6, 2017 but will ship on or after February 9, 2017, will be at the new prices effective February 6, 2017.

You have come to trust Southwire to provide the highest product quality and service. The actions taken will allow us to continue to provide you with the Southwire product and service that you have come to expect! We consider it an honor to serve our customer base. If there are any questions, please contact your Agent, Inside Sales, Industrial Sales Engineers, or Industrial Regional Vice Presidents.

We appreciate your past business and look forward to serving your future wire and cable requirements.

A handwritten signature in black ink, appearing to read "D Ramsey", with a long horizontal flourish extending to the right.

Doug Ramsey  
Senior Vice President  
Industrial  
Power Systems and Solutions

A handwritten signature in black ink, appearing to read "Jeff Herrin", with a large, stylized initial "J" and a long horizontal flourish extending to the right.

Jeff Herrin  
Executive Vice President  
Industrial  
Power Systems and Solutions