



October 18, 2017

Dear Valued Customer

We are writing to update you on the impact the unprecedented hurricane season has had on raw materials, which will impact pricing in 2018.

Despite the challenges to the raw material suppliers in certain areas, we have experienced no interruptions in our wire and cable operations and do not foresee any raw material disruptions. However, we have seen increases in several raw material components (PVC resin, PVC and Rubber plasticizer, XLPE, packaging and freight) and know these cost increases will continue into 2018.

As a result, we find it necessary to institute a general price increase of 4 - 6 percent on all our products effective January 1, 2018. Southwire is committed to maintaining existing pricing levels throughout 2017. We will work closely with you to maintain your normal monthly order patterns for the balance of the year.

We are announcing this price increase now so you will have the opportunity to discuss this with your customers and prepare your budgets accordingly for the upcoming year. Your sales contact will follow up with you regarding the specific details involving your products.

Thank you for continued support and we look forward to working together to have a successful 2018!

A handwritten signature in black ink, appearing to read "Michael A. Frigo". The signature is fluid and cursive, with a prominent initial "M" and "F".

Michael A. Frigo
SVP OEM