



September 6, 2017

Subject: Industrial and Specialty Products Price Adjustments – Effective September 11, 2017

Dear Customers:

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

To offset these cost increases, **effective September 11, 2017**, we will increase our base prices an average of **8-12%** on the products mentioned above. The exact percentage of increase will vary dependent upon the cable construction.

Please note the following will apply:

- All orders in house as of end of business, September 9, 2017, will be honored at current or previously agreed to prices and metal adjustments.
- Orders accepted by Southwire Company on or after September 11, 2017 will be subject to new prices per this announcement.

You have come to trust Southwire to provide the highest level of product quality and service. These price adjustments will allow us to continue operating at this same level. We consider it an honor to serve you as a valued customer. If there are any questions, please contact your Agent, Inside Sales Representative, Industrial Sales Engineer, or Industrial Regional Vice President.

We appreciate your 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, sweeping underline.

Doug Ramsey
Senior Vice President
Industrial Business Unit
Power Systems & Solutions

A handwritten signature in blue ink, appearing to read "Winn Wise", with a stylized, cursive script.

Winn Wise
Executive Vice President
President, OEM & Industrial
Power Systems & Solutions