

December 9, 2016

Subject: Industrial, Construction and Specialty Products Price Adjustment – Effective January 9, 2017

Dear Valued Customer:

We continue to experience cost increases from suppliers on key raw materials, compounds and transportation used in the manufacture and distribution of our Industrial, Construction and Specialty products; including medium voltage, low voltage, tray, copper building wire, aluminum building wire, all portable cord, all armored, transit, marine and mining cables

To recover these costs, **effective January 9, 2017**, General Cable will increase our base prices an average of **3-5%** on all of the aforementioned products. As always, the exact percentage of cost recovery amount is specific to each cable construction. *Specific price sheets with new base prices will be provided on or around December 19, 2016.* Additionally, the following applies:

- Current backorders as of the date of this letter will be honored at the previously agreed upon prices.
- Prices for new orders accepted by General Cable prior to the close of business on January 6, 2017, for immediate shipment from available inventory will be honored at the prices in effect at the time of order acceptance.
- Prices for new orders accepted by General Cable prior to the close of business on January 6, 2017, yet scheduled to ship on or after January 9, 2017, will be at the new prices in effect as of January 9, 2017.
- All open quotations for shipment after January 9, 2017, will be subject to review and price adjustment prior to order acceptance.
- For new orders received prior to January 9, 2017, General Cable reserves the right to accept orders based on historical monthly order volume.

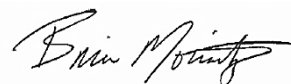
This letter and updated list price sheets will be posted on our website and can be accessed [here](#) under the applicable product segment.

This pricing action will allow us to continue to provide our valued customers with the high level of service and quality you have come to expect for General Cable. If you have any questions, please contact your Director of Sales, Regional Sales Manager, Agent or Inside Sales Representative.

We appreciate your business and look forward to continuing to serve your cable needs.



Jay Lahman
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Brian Moriarty
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