



4 Tesseneer Drive
Highland Heights, KY 41076

January 25, 2017

Dear Valued Customer:

Due to increased costs in raw materials, freight, labor and market conditions that impact the wire and cable industry, General Cable will be increasing Telecommunications wire and cable pricing by 5% effective February 6, 2017. General Cable strives to provide ongoing productivity improvements.

We will continue to monitor changes in raw material costs, freight expenses, labor and market conditions that could impact our future pricing. We value your business and appreciate your support. Please contact your local General Cable sales representative with any questions or concerns.

Sincerely,

A handwritten signature in black ink that reads 'D. Rodenkirch'.

Danielle Rodenkirch
North American Business Unit Leader
Telecommunications and Electronics