



March 7, 2017

Subject: Utility Cable Products Price Adjustment – Effective April 6, 2017

Dear Valued Customer:

We have been notified by our suppliers that prices for key raw materials and compounds used in the manufacture of medium voltage, low voltage, and covered distribution utility cables are increasing. The accompanying letters from our suppliers provide specific details of these increases.

To recover these costs, effective April 6, 2017, General Cable will increase prices an average of 3% on all medium voltage, low voltage, and covered distribution utility cable products. As always, the exact percentage of cost recovery amount is specific to each cable construction. This communication serves as the notice of our contractual increase. Specific price sheets with new base prices and the April metals adjustment will be provided on or around April 6, 2017. 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 April 5, 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 April 5, 2017, yet scheduled to ship on or after April 6, 2017, will be at the new prices in effect as of April 6, 2017.
- All open quotations for shipment after April 6, 2017, will be subject to review and price adjustment prior to order acceptance.
- For new orders received prior to April 6, 2017, General Cable reserves the right to accept orders based on historical monthly order volume.

The updated list price sheets will be posted on our website and can be accessed [here](#).

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 from General Cable. If you have any questions, please contact your General Cable sales representative.

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

A handwritten signature in black ink, appearing to read 'Craig Snyder', on a light yellow background.

Craig Snyder
Vice President & General Manager
Electric Utility Cables

A handwritten signature in black ink, appearing to read 'Dan Smith', on a light yellow background.

Dan Smith
Vice President Sales, U.S.
Electric Utility Cables