

Introducing new strategies to better serve the most challenging needs of our customers.

Strategy #1 Manufacturing Services

KEY FEATURES & BENEFITS

- ▶ Flexible MOQ
- ▶ Flexible lead time
- ▶ Creative solutions for special constructions
- ▶ Dedicated team supporting all Southwire channels

PRODUCT CATEGORIES	AVAILABLE NOW
Industrial MV	✓
Industrial Power and Intermediate Tray Cable	✓
AIA and Armored Industrial Cables	✓
Industrial Cord	✓
Concentric Neutral MV	✓
Substation Control Specials	✓
Cable-in-Conduit (CIC)	✓



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Strategy #2 Stock Services

KEY FEATURES & BENEFITS

- ▶ Real time price & availability information
- ▶ Same day shipment options
- ▶ Freight and other charges can be included
- ▶ Manufacturer direct, cut-to-length service

PRODUCT CATEGORIES	AVAILABLE NOW
Industrial Circuit and Intermediate Tray Cable	✓
Industrial Cord	✓
Portable Cord	✓
Factory Automation: VFD & Machine Tray Cable	✓
Bare Copper	✓
Instrumentation	✓
Substation Control	✓
AIA and Armored Industrial Cables	✓



Quick Reference FAQ

What is SW SPEED?

We are part of an internal initiative “to better serve our customers using speed, customization, and agility as differentiating factors.” We accomplish this through manufacturing and stock services.

How do I handle made-to-order items that need SPEED services?

If you get a quote with a minimum order or lead time that will eliminate you from obtaining the order, ask your account manager or sales representative for the Southwire SPEED Service. The SPEED team will work behind the scenes to determine the best solution available and present it to you through your normal account manager.

What about a “normal expedite”?

If a request to “expedite” an order comes in where Southwire has not caused the need to react more quickly, Southwire SPEED should be involved. Existing orders with delivery timeline changes during the initial lead time will be considered if an expedite fee can be justified by the customer.

What is the plan for Stock Services?

We are targeting a 24-hour stock transaction (RFQ to ship-out) for our primary distributor customers. We will shorten the sales cycle through communication enhancements. We will also equip the sales teams and agents with the needed tools to provide real time answers on price and availability. Internally, we will be adding resources in our service centers, so once the order is in hand, we can have it on the road with same- or next-day departures per the customer’s need.

