

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
Utility MV	✓
Substation Control Specials	✓
Bare AL Overhead	✓
600V UD Service Drop	✓
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
Bare AL Overhead	✓
Utility MV	✓
Bare Copper	✓
Instrumentation	✓
Substation Control	✓
Standard 600V UD and Service Drop	✓
Covered Copper	✓



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?

As it pertains to the utility industry, we are seeking to fill the need for cut-to-length services for products not traditionally offered as such direct from a manufacturer. Pricing can be quoted as all inclusive as described in the highlights of this strategy. This will reflect the convenient service model you need with the added product confidence and price consciousness you enjoy from manufacturer direct sourcing.

