

Dear comCables Authorized Distributor,

June 1, 2017

Unfortunately, we cannot dictate how the stock market performs; we are all just along for the ride. In the last 5 years we have seen copper range from \$2/lb all the way up to \$4/lb. comCables has tried to do our best to offer the most competitive pricing possible. In fact when copper started to rise last November we maintained our copper cable pricing that was established in May of 2016. This increase began its rise from a low of \$2.10/lb up to today's price of \$2.58/lb. In fact, there have been spikes in copper pricing up to \$2.79/lb in the last 6 months! We anticipated the increase to be short-term and hoped we could weather the storm without increasing our prices.

Why the history lesson in the market price of copper? You guessed it; we need to increase our copper cable price. The reason for this letter is to notify you that beginning July 1st comCables will be implementing a small increase of the price of copper cable.

We will send out a our July 1st 2017 Distributor Price List next week, pursuant to our distributor agreement we wanted to inform you to honor our 30 day notification of price changes. The updated price list will also include some new items like our Performance Series Patch Panels and Fusion Splice Fiber Optic Connectors.

We know price increases are bad mojo. Our intention is to help you maintain the comCables competitive edge by keeping the increases to an absolute minimum. Please let us know if you have questions or concerns.

Sincerely,

Andy Work

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