



April 2, 2020  
Champlain Cable Corporation

“Communication Update”

Dear Valued Customer,

This letter is being sent to inform you of Champlain Cable Corporation’s current business plans.

We have received many notifications from customers regarding their facility closures. As we all navigate this challenging time we must adjust our production and procurement of materials around customer demand while also keeping the safety of our employees our top priority.

We’d like to assure you that as of today’s date, our plans are to maintain production for those customers continuing their operations and accepting product delivery.

To summarize the current actions:

- 1) Effective today Champlain Cable will adjust our manufacturing schedules and reduce operations at all facilities to align with customer demand. We will continue to monitor customer demand and make adjustments as required.
- 2) All incoming raw materials for customer orders, that have closed or reported delays have been canceled or put on hold with Champlain’s suppliers. Any additional costs associated with raw material order cancellations with Champlain suppliers will be communicated accordingly to the respective customer.
- 3) All open customer purchase orders which have been affected by such a delay will be subject to full lead time when re-instated. Pending updated release schedules Champlain Cable will make all efforts to support your revised delivery requests. Please contact your Champlain representative to re-schedule your orders immediately.

Champlain Cable will continue monitoring this global pandemic and will adhere to all Federal and State mandates and instructions.

As more updates are available, we will share regular communication to keep you informed of the situation.

Best regards,

K. Koenig  
Director of Sales and Marketing