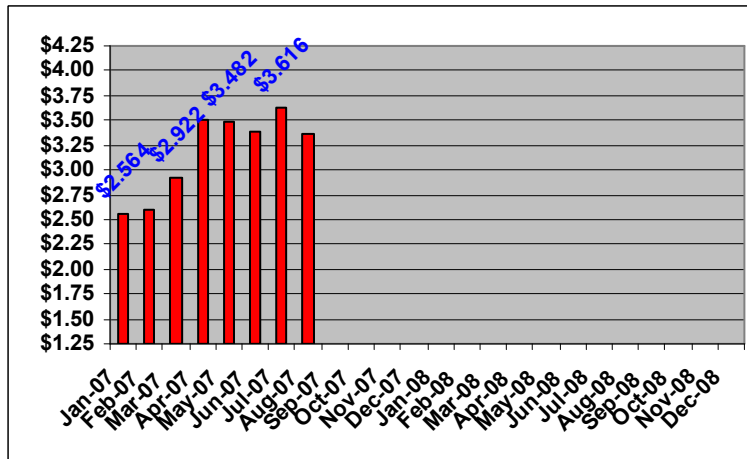


# Purchasing News Flash

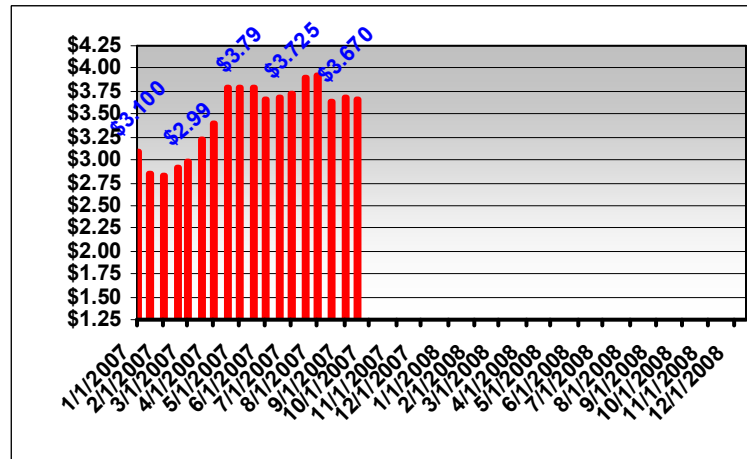
## CURRENT INDEXES

Date: September 21st,, 2007

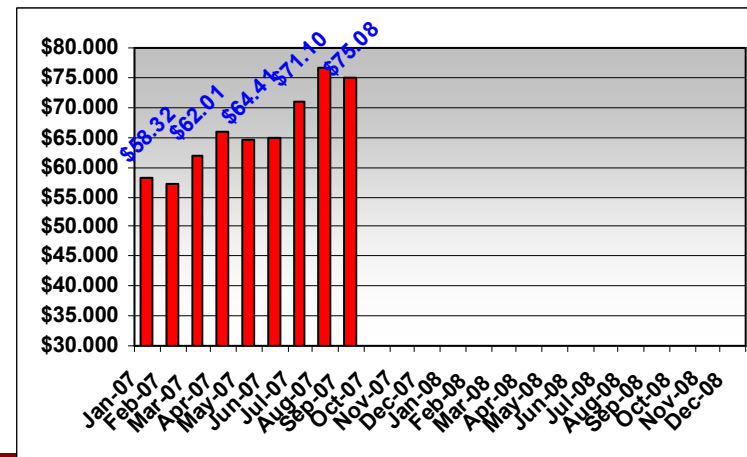
**IEWC:**  
INFORMING  
EMPLOYEES  
WITH  
CHANGES



Comex



Camden



Crude Oil

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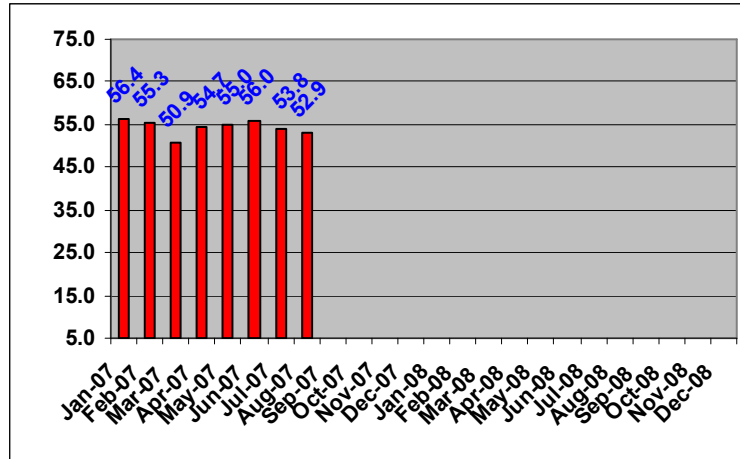








## CURRENT INDEXES....continued



**ISM Index**

## DEPARTMENT NEWS

### IEWC

#### Elise picks up another product!

Elise Coffelt is now the buyer for the Corrugated Loom products. She has taken over this product class from Judy Tiegs.

Elise is now responsible for the MP (Military PVC), TS (Heat Shrink Tubing), B1 (Belden products) and LM (Loom).

## SUPPLIER NEWS

### Wire Industry

#### Wire & Cable Compounds on the Price Rise!

Dow announced on Thursday that they would raise prices on all compounds for wire and cable by \$0.02/lb. in Europe, Asia and the Middle East. If this is happening overseas, be prepared for it to trickle into North America as well.

From Plasteurope, the short press report reads:

Dow: Price increase for wire and cable compounds

With effect from 1 October 2007, Dow Europe (Horgen/Switzerland:

[www.dow.com](http://www.dow.com)) is to increase prices for all grades of wire and cable

compounds by EUR 50/t in Europe, India, the Middle East, and Africa.











## SUPPLIER NEWS...continued

### Lutze

#### Lutze adds another to its team!

Announcement from Lutze:

Dear Lutze Business Partner:

We are delighted to announce that Mr. Marshall Sneen has joined Lutze Inc. as Regional Territory Manager in your area.

Marshall will be in contact with your company to introduce himself. In the meantime, Marshall can be contacted by phone at (414) 688-7770 or by email at [msnneen@lutze.com](mailto:msnneen@lutze.com). Marshall is our Regional Territory Manager for ND, SD, NE, KS, MN, IA, MO, WI and IL.

He works together with and supports the Manufacturing Reps like Jim Knaggs with Professional Approach.

Please welcome Marshall to the Lutze Team.

From Sari Gregson

---

### Alpha

#### Alpha Lead Time Issues!

Word from Alpha's production facility is that they are starting to make a dent in their backlog. Current lead times are around 6-8 weeks. Alpha's sales were particularly strong in the second quarter and impacted their inventory in a negative manner. They are not intentionally reducing inventory on their popular items, they are selling it out faster than forecast. Alpha expects to have the inventory position corrected before the end of the year. Please be patient and if there is a situation where an order is in jeopardy due to the delivery or stock position please contact Jim Fitzpatrick.

*Alpha's Official Comment:*

"Although current customer demand has temporarily filled our manufacturing capacity Alpha Wire has embarked on an unprecedented inventory build to meet this demand in accordance with our commitment to our mission statement and core business model. Alpha Wire's mission statement is to maintain a global leadership and set the industry standard by providing advanced solutions and service in wire, cable and tubing. Alpha's core business model is to support our mission statement by utilizing Alpha's well known industry leading inventory."

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## SUPPLIER NEWS...continued

### Belden

#### **Belden Broadcast Promotional Agreement Update!**

Dave Geon at Belden advised IEWC this week that they have once again updated our Broadcast Promotional Agreement. The last revision was done back in July.

Per Nyleen Trimborn:

I will offer some history on this agreement. ASP pricing is the best distributor pricing level offered by Belden. We were only purchasing enough Broadcast product to be at the SP pricing level. We requested a Promotional Agreement several years ago from Belden in the hopes of generating more business to get us up to an ASP pricing level. Belden recently discovered that the pricing on our agreement was better than the ASP pricing that they offer to other distributors so they are now increasing our pricing to get it up to that price level on these select items. Unfortunately we have still not built up the business enough to get to the ASP pricing level on all Broadcast products so we will still have these items that will be at a better price level than the other Broadcast items. I have contacted any sales teams that have been selling a fair amount of these items to their customer and have advised them to work with their local Belden rep to set up an End User Agreement for their customer.

If you have any questions, please contact Nyleen.

*See page 6 for the updated version of this agreement.*

### AIW

#### **AIW Changing Multi-Conductor Tray Cable to Exposed Run Tray Cable!**

AIW has decided to change multi-conductor (3 or more conductors) tray cables to exposed run tray cables, Type TC-ER.

THHN/PVC 600 Volt UL Tray Cable

What's New:

- Fillers: All cables 8 AWG and larger will now contain fillers
- Color Code: Identification of circuit size conductors, where required, will include a strip as well as numeric conductor identification/Power cable conductor sizes will continue with a Method 4 (black and #d)
- Print Legend: All cables will now carry the designation of "Oil Res II"- We not only now offer oil and gasoline resistant conductors but the overall jacket will offer a longer life expectancy when exposed to the rigors of industrial application, especially in an enviro. Like a refinery.
- Cable constructions of 3 conductors and greater will also include the designation "TC-ER" offering expanded usage and cost effective appl.

**SDN-Please note lead times, if not in stock, will be 22 weeks.**











### Comic Strip...Dilbert



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**Thank you!**  
**Have a wonderful Week!**











## SUPPLIER NEWS...continued

### Belden Promotional Agreement



*Confidential*  
**Price Agreement**

REV. 16

900046

CUSTOMER NAME	Industrial Electric Wire&Cable	
CUSTOMER NUMBER	All Locations	
ENDUSER	Sales and Marketing Management Decision	
AGREEMENT BEGIN DATE	13-Sep-07	*
AGREEMENT END DATE	13-Mar-08	*
REGION MANAGER	Bill Fuller	1
TERRITORY REPRESENTATIVE	Dave Geon	230
CUSTOMER SERVICE REGION	1	

*L. White/D. Pointis/S. W. Moore*  
MKT. CONTACT/PRL CONTACT

APPROVAL DATE 09/13/07

PRICES ARE SUBJECT TO REVIEW AND CHANGE WITH 15 DAYS PRIOR NOTIFICATION  
PRICES ARE GOOD ONLY FOR THE FOLLOWING END USER:  
Sales and Marketing Management Decision

BELDEN CODE	CUST. PART NUMBER	COMMITMENT QTY.		PRICE
+ 1192A	N/A	1,000	\$	0.4998 /FT.
+ 1694A	N/A	1,000	\$	0.3062 /FT.
8218	N/A	1,000	\$	0.2253 /FT.
8237	N/A	1,000	\$	0.5364 /FT.
8240	N/A	1,000	\$	0.1685 /FT.
8241	N/A	1,000	\$	0.1561 /FT.
8259	N/A	1,000	\$	0.1791 /FT.
+ 83264	N/A	1,000	\$	0.5693 /FT.
+ 8451	N/A	1,000	\$	0.0950 /FT.
9248	N/A	1,000	\$	0.2184 /FT.
9259	N/A	1,000	\$	0.2041 /FT.
+ 9451	N/A	1,000	\$	0.0968 /FT.
+ 9708	N/A	1,000	\$	0.1686 /FT.

CALIFORNIA PROPOSITION 65 NOTICE: UNLESS SPECIFICALLY REQUESTED BY THE CUSTOMER OR STATED BY BELDEN, THE SURFACE CONTACT LAYER OF THIS PRODUCT(S) MAY CONTAIN LEAD IN EXCESS OF 300 PARTS PER MILLION (PPM)







