



175 Hercules Drive, Colchester, VT 05446

April 30, 2020

Dear Valued Customer,

This is a very difficult time for all of us. We are thinking of our health, our family's health and of how we are dealing with what has become an unprecedented event in our times. I want you to know that we are taking this very seriously. Our Senior Leadership Team meets every day to stay active and aware of happenings. Please do know that the leadership of Champlain Cable is taking all actions very seriously and with the proper urgency for the safety of everyone.

After reviewing customer notifications of company and facility closings we will be adjusting El Paso operations. Effective May 1, our El Paso operations will be suspended. We plan on re-opening May 18. This will be driven by our customers. If our customers are open, Champlain Cable will be open. Up to this point we have been operational and serving our customer's needs. Unfortunately, the situation has deteriorated rapidly.

We have produced a significant amount of product based on customer requirements. A large portion of this product, despite previous customer agreed-upon pickup dates, remains in our El Paso facilities with little or no commitment for customer pickup. There is considerable uncertainty regarding customer plant shutdowns, reopening dates, and revised requirements once reopened. This uncertainty has resulted in our decision to suspend our El Paso operations until our customers reopen and demand stabilizes. In order to be as effective and proactive as possible in fulfilling your revised future requirements, it is imperative that your Champlain Cable Customer Service Representative is kept informed of your status.

Things continue to change and we are reacting to situations as they develop. Together we are facing difficult circumstances. We are certainly out of our routines. Many things have changed and these are not what any of us have had to deal with in our past practices. I appreciate the work and acceptance of our situation as we make our way through this. I am sending my thanks to everyone for their teamwork.

Thank you for your understanding as we continue to keep our employees and families safe. We look forward to resuming production to support your wire and cable needs.

Sincerely,

Bill

William F. Reichert
President/CEO