

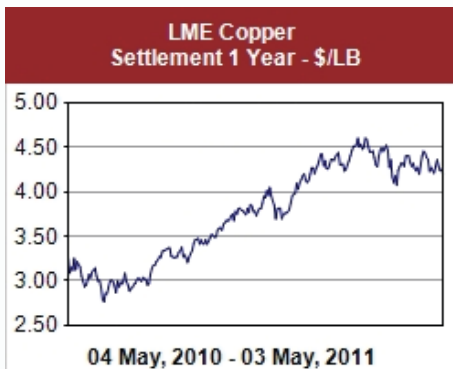
May 2011

Re: Industry Wide Price Increases

Dear Valued PIC Customer,

Over the past several quarters, our industry has seen dramatic increases in key raw material costs.

- **Silver has increased over 100%**
- **Copper has increased over 50%**
- **Fluoropolymers have increased over 60%**



These increases have affected all manufacturers of aerospace and military electronic cables, and we have no choice but to pass along a portion of these increases to our customers. We understand that price increases impact all of our businesses, and PIC Wire & Cable will continue to seek creative ways to minimize price fluctuations to our customers.

PIC Wire & Cable remains focused on making our customers' job easier by providing interconnect solutions that improve platform performance, reduce time-to-market and lower overall costs. We truly value your continued support of our business and look forward to helping you with your aerospace and military electronic cable solutions in the future.

Note: The charts above are only included to illustrate the historical changes in these material prices. PIC Wire & Cable does not guarantee the accuracy of this information, is not making any forecast regarding future prices and disclaims any liability from decisions made based on the data represented.