



update

A corporate newsletter for our employees and customers

CONSISTENCY YOU CAN RELY ON

In this climate of cable manufacturer consolidation, we at Okonite think it's important to reiterate some of the unique characteristics and benefits our customers experience:

- **Made in the USA:** For Okonite this is not just a slogan, but a way of thinking. All of our manufacturing is 100% in the USA. All of our R&D is done in the USA. All raw materials, when available, are procured in the USA.
- **Employee Ownership:** For over 40 years (1976), we have been a 100% ESOT company. Employee ownership means every employee in the company has a vested interest in making sure our products and services exceed customer expectations.
- **Okoguard EPR:** We manufacture all our own EPR in-house. We believe that's the only way to ensure a top quality cable. Okoguard insulation has been in service for over 50 years with over 2 billion feet installed. Okoguard EPR is superior to lower initial cost insulations such as XLPE and EAM and provides the best total cost ownership solution. Okoguard cables are made with an all-EPR 3 layer insulation system using a triple tandem extrusion process. Even the semi-con layers are EPR.
- **Multiple Plant Capability:** Okonite manufactures Okoguard EPR cable in three geographically separated plants. Recently, we implemented major expansion programs across each plant location adding over 25% capacity. Today, Okonite has more EPR manufacturing capability than all of our competition combined.
- **Stability:** Okonite's financial status is very secure. Our executive team has provided a proven, stable and consistent corporate governance over time.
- **Direct Sales Force:** Okonite always has and always will have a direct employee sales force. The continuity of sales representation, as well as the knowledge and experience they provide to customers is crucial.
- **Service Centers:** Okonite has a vast inventory of finished stock cable. With a fleet of 5 service centers, and our well stocked plant locations, we are able to provide enhanced customer service across the entire country.
- **Okonite's staff of Application Engineering cable experts** provide customers with training, on-site installation assistance, and cable application guidance.
- And "Okonite" since 1878. That's the last time we changed our name.

