



News Release

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IEWC Announces Acquisition of Cablcon

Targets dynamic growth in fiber optic and copper connectivity in North American telecommunications industry

Milwaukee, Wisconsin – IEWC is excited to announce the acquisition of CABLCON, an industry-leading supplier of custom broadband cabling as well as fiber and copper connectivity solutions, in a strategic move that continues IEWC’s dynamic growth in the North American telecom, central offices and data center markets.

“CABLCON’s long history of success in telecommunications makes them a compelling addition to the IEWC team as we expand our support of telecom in North America,” said Mike Veum, Chief Executive Officer of IEWC. “IEWC is a leading global provider of wire and cable materials to manufacturers and sub-assemblers in an array of market verticals and maintains a strong presence in telecom and data centers in the UK and US. This acquisition of CABLCON, in addition to our acquisition of telecom supplier Jupiter Communications last year, reinforces IEWC’s commitment to become a leading connectivity solutions provider for telecom companies and data centers throughout the world, with a focus on North America.”

Long-time customers of CABLCON, who are primarily wireless, wireline, and cable television system integrators and DC power contractors, will benefit from the extensive global supply chain and logistics capabilities of IEWC, along with its domestic and international network of distribution centers. Customers can expect to see increased availability, faster fulfillment, and broader product offerings as the two organizations integrate in the months ahead.

“CABLCON’s 35-years of success boils down to consistently providing reliable, custom solutions for our customers and always evolving our product offering to leverage advances in telecom technology,” explains Bryan Kadrach, CEO and owner of CABLCON. “We’re excited to join IEWC family, who shares our passion for customer service excellence, and we’re excited to increase our operational footprint in the US, Canada, and Mexico.”

Kadrach will head up this new division for IEWC as President - CABLCON, continuing to lead the CABLCON team and operations based in Detroit, Michigan and Dallas, Texas. CABLCON was represented by Allegiance Capital in this transaction.

About IEWC - (www.iewc.com)

IEWC advances a connected world through comprehensive wire, cable, and wire management solutions. As global supply chain partner to thousands of companies in manufacturing, infrastructure, broadcast, professional audio-visual and telecommunications, IEWC has been an entrusted partner supporting customer supply chain, logistics and product quality initiatives for 59 years. IEWC is an employee-owned company with 25 locations in eight countries, serving customers in 96 countries.

About CABLCON Communications - (<http://www.cablcon.com>)

CABLCON is an ISO 9001 and TL 9000 certified manufacturer of custom broadband cabling solutions. Founded in 1986 as a wire and cable distributor, the company evolved to become a top manufacturer of fiber optic management solutions, passive fiber optic equipment, as well as high-quality copper and fiber assemblies. CABLCON’s exceptional service and delivery help alleviate the challenges associated with upgrading and building out networks to support today’s intense bandwidth requirements. CABLCON solutions are reliable, high-quality products manufactured on a quick-turn basis, in production facilities located in Detroit, Mich. and Dallas, Tex.

About Allegiance Capital Corporation

Allegiance Capital Corporation is a premier, private investment bank headquartered in Dallas, Texas with over twenty years of experience. Allegiance Capital assists companies built by entrepreneurs in every aspect of selling and financing a business, including: debt restructuring, mezzanine financing, executing leveraged buyouts, strategic partnering, consulting and other related services. For additional information, please visit www.allcapcorp.com

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