

**FW: CAB Cable Management Product Line**

Allen Smith <asmith@cabproducts.com>

Mon 9/21/2015 3:46 PM

To: smurphy@firstsolar.com <smurphy@firstsolar.com>

Cc: Tim Wedding <twedding@cabproducts.com>

Steve,

Good afternoon. Thanks for taking the time to talk with me this morning. I have outlined below some general information on the circumstances regarding the attached hanger drawing.

Below this e-mail, I have included our first correspondence from Jeff Lamb which led to a conference call with him, another engineer, Daniel Smith, CAB solar specialist, Tim Wedding, and myself on March 12, 2015. Prior to this in late 2014 and early 2015, we had been in contact with Mark McIntyre and Eddie Bugg with general information in the form of electronic media about our cable management system.

On March 16, 2015 we executed an NDA and returned it to Jeff Lamb at his request. On March 19<sup>th</sup> Tim Wedding and I met with Jeff Lamb, Dan Smith, and a team of engineers from your quality assurance team, including Jeffery Niehaus, at the lab in Mesa, 7931 E. Pecos Rd., Bldg 5, Suite 186 Mesa, AZ 85212.

At the meeting we brought over a dozen samples of our CAB wire management products and went over designs and features that we would have available. All of the the hanger designs that we brought to this meeting were proprietary designs for which we are seeking patent protection which was disclosed under the NDA. Jeff took us to the mock up area where we reviewed specific product details and the best way to integrate a wire management system into your support structure. Following the mock up Mr. Lamb reviewed pricing and quantity requirements.

As a follow up to our meeting during the week of March 30<sup>th</sup>, we sent Jeff additional samples for a larger scale mock up. These samples were made from [REDACTED] in bare, partially coated and totally PVC coated versions. We also sent additional pole line hardware products for attachment to your mock up tracker piers.

Both Tim Wedding and I reached out to Mr. Lamb in the time frame following the meeting, including prior to his leaving First Solar, in an effort to follow up on our meeting and get a new point of contact. Mr. Lamb did not return our requests.

On September 15, 2015, we were contacted by a supplier to provide a quote for a hanger for use by First Solar, a copy of the document outlining specifications and design is attached. This document was initiated by a "JCL" which is presumably Jeff Lamb, on April 9, 2015, the week following our delivery of samples.

While at the Solar Power International trade show, we were approached by several representatives of First Solar, who stopped by our booth. One was a Ryan, last name unknown, who indicated that he and 2 of his engineers from Bridgewater would be stopping by to go over design changes that they wanted to make and that they were eager on moving forward. Others

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looked at the CAB displays and mentioned that they had seen similar designs in their work locations and even inquired if CAB was selling to First Solar.

It appears that there has been some confusion likely brought on by the departure of Jeff Lamb, and that someone may have picked up where Mr. Lamb left off without knowing the origin of the Cable Hangers, and the involvement with CAB. Understandably, we were very surprised to see the attached drawing of a CAB hanger as a First Solar design.

It is CAB's desire to provide high quality cable management solutions for First Solar at a competitive price point, and we are very excited about this possibility. Please call me if you have any questions or need additional information. Also, I have linked our website [CAB Products Website](http://www.cabproducts.com). Under the Products tab you can see some of CAB's Solar Wire Management Product Line.

Thank you very much for your time and cooperation in reviewing this matter. We look forward to serving you in the future.

Best Regards,

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**From:** Jeffrey Lamb [<mailto:Jeffrey.Lamb@FIRSTSOLAR.COM>]  
**Sent:** Tuesday, March 10, 2015 1:48 PM  
**To:** [ceasmith@cabproducts.com](mailto:ceasmith@cabproducts.com); Philip Fuller  
**Subject:** Cable Management Rings Introduction

Mr. Smith, Mr. Fuller,

Your contact information was provided to me by Jeremy Rand. I manage tracker structural development here at First Solar, and as such I am responsible for the wire management design for our tracker product. I am quite interested in cable management suitable for use for solar. My specific application will require the ability to hang a bundle of up to 24x 4AWG conductors, and a separate bundle of up to 6x ¾" diameter cables. Since these bundles are differently rated circuits we will need to provide separation, either by using a hanger which provides this separation, or by means of a separate messenger cable.

Is there a time this week where we can set up a phone call for you to introduce me to your products which might meet our requirements above and get us down the path towards a budgetary quote? I am available from noon to 3pm PDT on Thursday and most of the day Friday.

Thanks,  
Jeff

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