

FW: First Solar RFQ - Wire Management

Allen Smith <asmith@cabproducts.com>

Fri 10/2/2015 3:30 PM

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

Cc: [REDACTED] Tim Wedding <twedding@cabproducts.com>

Steve,

Good afternoon. [REDACTED] from [REDACTED] is asking for a quote on the hanger drawing that I sent to you in my e-mail from September 21st which is a proprietary design for which we are seeking patent protection. We also had an NDA in place with First Solar before our meeting with Jeff Lamb in March where we brought him over a dozen different hanger designs. We continue to be in communication with [REDACTED] on this hanger and would like your direction on how we should proceed.

CAB is very interested in designing and supplying hangers that will help to lower labor and material costs in your solar projects. For CAB, two million of these hangers would create approximately 40 jobs for persons with severe disabilities. For a firsthand look at what the impact of these hangers would be in human terms, I would like to invite you to visit our facilities in Johnstown and Ebensburg, PA at your earliest convenience.

Thank you very much for your assistance with this project and have a great weekend.

Best Regards,

Allen Smith

General Manager, Ebensburg Division

CAB

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10/20/2022, 11:22 AM