## **Megger Round 2 - 2024/11/22 12:57 EST - Transcript**

# **Attendees**

+1 469-\*\*\*-\*\*08, Brock Pellerin, Daniel Lynch, Jason Aaron, Jason Aaron's Presentation, Steven Moore, Steven Moore's Presentation

# **Transcript**

Jason Aaron:

Steven Moore:

Steven Moore: Cool, Super exciting. Yeah, it's exciting stuff, bud. while you're that I can show you kind of where I'm at with the design of this sucker,…

Jason Aaron: Okay. Mhm.

Steven Moore: this 40 monstrosity. It's got a lot of placeholders. No one's getting their CAD files very quickly. So I'm making these placeholder stuff. So, that's your placeholder cuz you're Robert said it was a three foot or one meter cube.

Jason Aaron: That's correct.

Steven Moore: So, there's your 1 m cube. That's you.

Jason Aaron: Okay. Mhm.

Steven Moore: And that's your agend set. These are a big stack of batteries. And then starting to populate out the server rack and then it could have to make a controls cabinet. and then a private 5G radio, a back haul solution, and I got to do some stuff with some other neato things.

Jason Aaron:

Steven Moore: And then the craziest part that I still haven't wrapped my head around, sitting right here is A bunch of cable, between five and 48 miles of cable.

Jason Aaron: Wow.

Jason Aaron: Okay, that's a lot of weight. Mhm.

Steven Moore: Yes, it is a lot of weight. this trailer is hefty. Of course, the cable itself will be, the size of a pencil in diameter. So, it's not thick. Might even be thinner than that, might be basically a pair of 16 gauge cable thin conductors, really long distances. but the cable management system is going to be f\*\*\*\*\*\* bananas. And then the racking system for the batteries. don't do that.

Jason Aaron:

Steven Moore: The racking system, this is just kind of a placeholder thing until it's probably be much more slim,…

Jason Aaron: Mhm. Okay.

Steven Moore: but yeah, we're getting there. Should all kind of be put together and I can compress it all and then put it under a shroud of some kind. And there'll probably be like a couple other neato bonito things. But yeah.

Jason Aaron: All righty.

Steven Moore: Yeah, it's fun. It's going to be a lot of work over the next week. Get this thing ready to go to quote. It's got to turn from a bunch of boxes to hopefully a whole bunch of stuff or just random gray boxes of nothingness.

Jason Aaron:

Jason Aaron: Yeah. what Robert was telling you before about the dimensions of the palletized system, if you will, that's pretty accurate. And I'll share my screen real quick and let's see. okay.

Brock Pellerin: Yeah, it

Jason Aaron: Can you see my screen? Okay. this is basically what Robert was talking about. So this is a palletized solution.

Jason Aaron: this is obviously the wheel on this side because it's designed to go into a back of a Sprinter van or Dodge Promaster van, something like that. And this whole system is basically built so that you can use it for cable falling and testing and diagnostics. but we can tailor it to whatever your needs are. the one thing that we may have to do some work on before we quote it is actually the design of it because I think this will fit in your footprint. The one thing that we have to consider is let's see if there's another view of this is the user interface or the control unit.

Jason Aaron:

Jason Aaron: So this is an aerial view of it and the control unit in the configuration that we have now sits here on the other side of this bulkhead and it's basically designed where in the van this is like a user area where there's a desk and another cabinet and things like that. And judging by what you were just sharing, we would have to probably find a different way to mount the control unit to operate the system.

Jason Aaron: Also the thing that we would have to talk about is where do you want the cables to come off of the trailer Because obviously this is going to have to face outboard. Okay.

Steven Moore: Yeah. …

Steven Moore: there's a couple of things. Number one, I would be all that cable, what is it used for specifically?

### 00:05:00

Jason Aaron:

Jason Aaron: I guess the first question I have is…

Steven Moore:

Jason Aaron: what are I, I know that you need a cable fault locating package because if I remember correctly, what you said before was there are people that go out to these sites, they dig up cable, rip it out of the ground, and find out where that is. Okay.

Steven Moore: Yep. And…

Steven Moore: if that is the problem,

Jason Aaron: So, basically from my recommendations that would be like a full cable fault locating package which is that's easy to do. the other part of it however is the testing side of it where these are methods that are used to test the cable so that whether the insulation integrity of the cable is good or bad. And we can make that as minimum as just a VLF wand test and offer that. Or if you want increased capability of being able to do partial discharge measurements, we can do that too. It just depends on how advanced you want the testing side of it to be or diagnostics, if you will.

Steven Moore: in the beginning for the proof of concept stuff.

Jason Aaron: Mhm. Okay.

Steven Moore: So that the first eight trailers are proof of concept, We're trying to get to minimum effectiveness or what we can stick inside this bad boy to solve the big problems which are figuring out in a skater box scenario. what a skater box looks like, All right. So figuring out if a power surge fried everything in there, if the comms are down because an antenna broke or if something a power surge occurred or if somebody ripped the cable out of the ground somewhere downstream or upstream rather like the main functions and then also providing temporary and temporary connectivity all in a centralized package right so when I'm asking about

Steven Moore: what the cables were. I mean specifically each of those cables…

Jason Aaron:

Steven Moore: because they look different. Which one does…

Jason Aaron: Mhm.

Steven Moore: because it might be unnecessary because we'll have literally already 12 miles of cable of the dang thing. So if there's a way to reuse some of the cable that's already there, that would be great because no one wants extra cable for no reason. And also go ahead.

Jason Aaron: So, go ahead. No, you go ahead.

Steven Moore: And…

Steven Moore: also these trailers would be parked literally a mile away from…

Jason Aaron: Mhm. Okay.

Steven Moore: where the end devices are. So if there's something if that function that the cable is providing is only powering up something or other or connecting a piece of test equipment or something like that. It might not be necessary.

Jason Aaron:

Jason Aaron: I understand what you're saying. So, this right here this is…

Jason Aaron: you would interface with the unit. this is where the cables connect to the unit depending on what tests you want to run. And then you have cables. You have one here, and one here. the red one is the high age cable. So that is the cable that supplies the high voltage that is outputed from the unit. And this is a specially designed cable. I wouldn't recommend trying to use anything else other than the cable that we provide with this system. for this particular cable I wouldn't recommend using anything else.

Steven Moore: Right. What's the red one?

Steven Moore: Okay. I get it.

Jason Aaron:

Jason Aaron: you're going to run into some issues from a design standpoint if you do that. so the unit basically does two different things like I said you have a testing perspective and…

Steven Moore: What is You're supplying high voltage to what and to the what?

Jason Aaron: you have cable fallocating and a part of cable fallocating relies on your ability to charge a cable and so you would take this red cable connect it to the cable under test

Jason Aaron:

Jason Aaron: And for different parts of the cable pot locating process particularly like arc reflection…

Steven Moore:

Jason Aaron: which is a location technique for finding the distance to where the cable is bad at that relies on high voltage because it will send a high voltage pulse down the cable and it will arc over at the point where the cable is bad and then that you'll get a reflective pulse off of that back to the test set. So it'll give you a distancebased information of this is where the cable is bad at.

### 00:10:00

Jason Aaron:

Jason Aaron: So the arc reflection is a pre-location technique with the thumper and…

Steven Moore: Did you?

Steven Moore: So, this cable that's sitting there is used in that methodology. I thought the thumper was used for that.

Jason Aaron: then this same cable once you have that location information you'll go with the listening device the digifhone and go out to where basically close to that point and you'll start thumping So, you'll use the same cable. You'll output that same high voltage pulse, but now you're make an audible noise. it does make an audible noise whenever you arlect, but when you dump, it has more energy and it's louder. So, that cable is used for both of those things. It's also used for testing.

Jason Aaron: So, if you're going to connect the unit to a cable to do a VLF withstand test to basically do a proof test of I can turn this cable back on, you're going to use that same cable. and if you have say a let's just say you have a 15 KV rated cable, you're going to test that cable at 21 KV. but this cable that we're talking about it's rated up to the maximum output of the unit is for testing and diagnostics is 60 KV 62 and 60 KV respectively and for cable focation it's 40 KV but the cables rated up to 140 KV so it's used for basically any and all of

Jason Aaron:

Jason Aaron: those high voltage methods that the skid offers. Yes, absolutely.

Steven Moore: So thing it's a multi-use cable is the answer to that.

Steven Moore: Hey, cool. What about the gray one below it?

Jason Aaron: So, this is the power supply to the unit. So, you can plug this into any good 120 voltage source and…

Jason Aaron: power up the skid. I remember you talking about having batteries and things like that on the trailer.

Steven Moore: …

Daniel Lynch:

Steven Moore: yeah. There's a whole I just actually David, were you on when I was showing the CAD model?

Daniel Lynch: You talking to me?

Steven Moore: Yeah. Yeah.

Daniel Lynch: Yeah. this is Daniel Lynch, but yes, I saw briefly a picture of it. So, okay.

Steven Moore: So, this is a 20 kilowatt generator here and then these are all 200 kilowatt battery or…

Steven Moore: 50 51 kilowatt hour battery packs stacked online. So, lots of juice.

Daniel Lynch: So basically the lead for the unit he would not need that…

Daniel Lynch: then correct right so that would be some savings as far as footprint.

Steven Moore: That's correct because it'll all be fed straight off of the battery packs here.

Daniel Lynch: But if I recall correctly, Jason,…

Jason Aaron:

Daniel Lynch: that really doesn't help us on our current configuration because that's directly below. Is that correct with the

Jason Aaron: Yeah, it's directly below.

Jason Aaron: However, if you're never going to take the skid off the trailer, which you're not going to do, and you're going to have a onboard power supply, we can talk to Germany about simply having just a cable that's connected. so we could basically save that space for that one thing that I know that we've done with Germany in the past for special configurations is we've asked them to basically rearrange the things that are on the skid based on what the customer needs.

Jason Aaron: And I think that's really what we need to figure out amongst ourselves on what's going to work best for your trailer solution. and what we can do because we've had to take the skid and redesign it I know specifically for a couple of our customers where they were like, I'm not going to use it for what you designed it for. I want to use it for this. And we've done those significant changes that comes at a cost. But if it's not

### 00:15:00

Jason Aaron:

Jason Aaron: too bad, then they're willing to work with us. So, yeah.

Steven Moore: Yeah. I'm wondering is all these component pieces live separately as well as on the skid,…

Steven Moore: there's models that you can just buy that are not in the skid. is that correct?

Jason Aaron: So, there's a version of the system. So, there's for the vehicle mounted equipment, there's basically two types. there's what we call the Centrics Evolution and then there's the Premon. And the premium aron is what we've been talking about so far. However, if you want standalone pieces where you kind of take it and you install it to fit the way that you want it to be and Germany can draw a CAD drawing for you where it's like this can go here and this can go there and this can connect to this. that would fall under the Centrics Evolution line of products.

Jason Aaron: So, it just really depends on what do you think will fit best for you. Mhm.

Steven Moore: Sure.

Daniel Lynch: Hey, Jason.

Daniel Lynch: I do have a couple questions right along these lines. so guys, I've listened to this conversation. I've talked to Jason. and I'm just trying to make sure I understand. So, I apologize if I'm going back a little bit here on what you're actually looking for. So typically if you could just quickly describe exactly…

Steven Moore: Absolutely.

Daniel Lynch: what you're trying to accomplish and then I'm going to have probably a series of questions after that. But let me start with that.

Steven Moore: I'll go over the whole thing.

Brock Pellerin: Nothing.

Steven Moore: So, I'll share my screen again. I've done this about 4,000 times, so not a problem. This a pretty interesting thing that we're doing here. All right. So, we're going to start with the end customer. So, do you even know who the end customer is or us? No.

Daniel Lynch: Okay.

Steven Moore: All right. Exon Mobile, that's who we're doing this for. So, Danbury Resources, it was a acquisition that Exon made. I've been working with them for about 5 years or so. they own approximately 2 million acres of oil fields and pipeline infrastructure. They have about 1,400 miles of pipeline in the United States from Montana down through the Gulf Coast. All right. these pipelines are oil pipelines to, give you another thing there.

Daniel Lynch: Mhm.

Steven Moore: And here is what we have going on when a disaster occurs. So, down in this area, you're talking Up in this area, you're talking avalanches. you're talking other events, in this area. I think there's some seismic stuff that comes on up here because I think it's near Yellowstone if I'm not mistaken. you have numerous problems. So, let's talk Hurricane knocked out a lot of the infrastructure up here in the Mississippi area.

Steven Moore: So you get your downed antennas, you get your power surges, you have quite a few different occurring problems, right? A secondary problem then happens. So because these oil fields are interspersed sometimes with residential areas even.

Daniel Lynch: Uh-huh.

Steven Moore: So you can see people's houses and then Then you have an oil drilling platform right here. But there's no real solid way to secure these areas. there' There's no security cameras. it's really bad in the oil industry as a whole. so you'll get these Yahoos in Mississippi that'll drive onto these drill sites and they will just dig a hole. We'll just say I don't know right here.

Steven Moore: They'll dig a hole and they will pull the 500 MCM power cable out of the ground of their pickup trucks to steal the copper. They'll also steal switch gear, panel boards, all kinds of other stuff after a hurricane because they know They're guaranteed whatever security systems are available. They're down. It's All right. So then this tertiary problem occurs when the power kicks back on. They have no idea. They'll just see that, pump station 776 is down. They don't know if it's a comm's issue, if it's a fiber optic cable that's broken somewhere, if it's a power cable that's stolen, if there was a surge that fried all the, circuitry in there. Bunch of different, they have no idea what's going on.

Steven Moore: So they have to drive out by one to the entire region and they have to bring a 6,500 kilowatt generator from Home Depot and…

### 00:20:00

Daniel Lynch: Okay.

Steven Moore: all their tools and a small team and have to literally go and diagnose every single one of these things across the entire organization. So it's So I'm kind of like I've been a problem solver for these guys for the last five years. that come to me with increasingly difficult problems to solve and I've solved all of them with a 100% success rate so far. So they're like, "Okay, Steve, let's see if you can handle this one." And they told me about this and I'm like, "Okay, let me think about this. it took them five or I guess there they just finished up the disaster recovery work from Hurricane Barrel just this month. So the amount of money they've lost because of that is tremendous.

Steven Moore:

Steven Moore: So they basically said how can we get up and running faster? How can we potentially prevent some of the theft? And so okay so basically we need to take a look at this through the lens of productivity. batch processing how can we test these things in batches. So, I went to my network. I talked to some folks and I thought about it and what I came up with is this.

Daniel Lynch: I have not.

Steven Moore: Have you ever heard of Out of curiosity? Volt server. the inventors of ever there's a new class of power system out. the NEC in 2023 just came out and put a fault managed power into the electrical code or class 4 power is the other term for it. And what this is is a system where it's right there.

Steven Moore: Sorry, I'm putting this up. All right, so here's what it is. What Volt Server does, and they invented it is they take any kind of input electricity that you want. It could be DC, it could be high voltage, whatever. and they take that and they convert it to 380 volts DC. And then what they do is they chop it up into pulses. And between each pulse, there's a safety data validation packet of information that flows down the wire. So because of that, you can take a skinny conductor.

Steven Moore: So, you can literally run 3 kW over an 18 gauge twisted pair and you can take that live wire and you can stick it in your mouth and it will automatically shut off and all you'll receive is, the equivalent of you rubbing your feet on the carpet and touching a doororknob and it'll just shut off. It's fault managed. So, it's inherently safe because of that. uit. You don't need an electrician to install it. It is basically like a super duper extension cord at high voltage DC. So it goes to a the receiver de modulates that what they call digital electricity and then they output to whatever you want. Again, they could do DC, they can do whatever it is that you freaking want.

Steven Moore: The max distance that they can run this power is 2 kilometers because the magnetic induction inside of the cable will disintegrate the data packet after two kilometers. So that is kind of like the key to making the whole system work. So this trailer is going to have a backup of the power, So you can run all that power to the edge for the skater boxes specifically. And on top of that, because 2 km is your max distance, the most common fiber optic run is also about 2 km. So most people that are using it today are using optic hybrid using power and fiber in the same cable and it's armored, all that kind of good stuff.

Steven Moore: So, in this system, we have your generator, you have your batteries, and then inside of the controls box, or we'll call the tech stack, you're going to have a fiber switch, your volt server stuff, and then you have all of your network diagnostic compute right there in the core of the trailer. You're going to have any of your power testing right there on the trailer. So, you're going to connect basically one trailer to a bunch of different skater boxes or whatever you're trying to power and connect and then all runs to home base and all of it's going to be run from this one centralized trailer. And then to basically do all your testing, there's a private 5G network that's going to be broadcast in that region. And then you're going to have basically tablets that are connected to the the private 5G.

Steven Moore:

Steven Moore: So you could actually basically just call into home base and do all of your diagnostics from wherever you are in the field. So the last piece of the puzzle is how do we do the testing for the power in a batch system? So, I'm thinking, okay, when I'm looking at, I was working with shoot,…

### 00:25:00

Jason Aaron:

Steven Moore: my brain is fried. the fellow who does the transformer testing with you product manager, son of a biscuit. How do I freaking forget his name?

Jason Aaron: T in Petro Venodto Pettisano or…

Steven Moore: No, no, no. It's Matt.

Jason Aaron: something like that.

Steven Moore: map and art. Yeah.

Jason Aaron: Matt. Okay. Okay. Yeah. G2 Inst in Insogix. is online monitoring for transformer oil. Mhm.

Steven Moore: So I've been working with him since my last job and talking to him about different things and trying to get him some business for his line of product because we do a lot of stuff in the power world. and so I asked him, " what stuff do you guys have that might be able to, be on this trailer as well?" And that's where we connected with you. So the main things that we're trying to solve at least with the first iteration of this trailer is how do we figure out in a batch process way if there is a fault somewhere in the network.

Daniel Lynch:

Steven Moore: So we're to park this bad boy. We'll just say I don't know. Let's park it here for funsies, So we're going to connect it to this one. It's only 900 ft away. That one's 2000.

Daniel Lynch: and all of this right here that you're outlining.

Daniel Lynch: Is it a consistent cable construction or…

Steven Moore: Nope. …

Daniel Lynch: so how much would it vary?

Steven Moore: so it'll mostly vary by region. So there is some consistency. So we have three different models. So in Mississippi there is one and their power system is also run off of a 2 kilometer kind of region. So nothing's going to be longer than a 2 kmter run for any of their power or connectivity. So that's the longest distance you're going.

Daniel Lynch:

Daniel Lynch: Okay.

Steven Moore: But in the Peran basin, you're talking about a very different topography, very different density of pump stations, which would probably mandate bigger cables, whatever. Yeah. So then up here, Yeah.

Jason Aaron: Thank you.

Daniel Lynch: The reason I'm asking a question when we're get to the point we're doing fault locating and for that matter even doing a high pot test or something similar like a VLF test to determine if you have an unexpected open I guess we could say because if they pull out the cable you're going to have an unexpected open. the capacitance is going to be your issue on how much of that network that you can do that initial test and…

Steven Moore: Amazing.

Daniel Lynch: then actually fault locate on. So that is also a function of the size of the construction of the cable and what you just mentioned a distance of 2 kilometers is not a big issue.

Daniel Lynch:

Daniel Lynch: that's a little over a mile but then the construction of it is going to be the issue and addition to that do you have branches so it's not just I guess the distance from point A to point B but how many different directions does it go within that distance and…

Daniel Lynch: you have to add up all that distance together if you have a branch system.

Steven Moore: Mhm. So my thought,…

Steven Moore: let's see, we'll probably be parking in from what he was saying there larger areas here. There's probably, each station there's basically have the pump stations and at the head of it there's going to be where your panel board and all your power distribution stuff is right here. So, my thought was, park the thing here and then you run out the volt server cables out to the edge and then depending on I don't know what the inside of your hardware looks like, I was looking at let's see here

Steven Moore: Let's see something like this bad boy here.

Daniel Lynch:

Steven Moore: Let's take a VLF, So, I don't think they're using anything. we're not talking about distribution cable you're playing with in the utilities, this is going to be smaller stuff. I'll have to check.

### 00:30:00

Daniel Lynch: Okay. How small?

Daniel Lynch: Because that's going to be key here. Is it 15 KV cable or still smaller than that? Yeah.

Steven Moore: But yeah, I'll have to check that out and then figure out exactly what that is depending on region. I'm going to guess that it's going to be probably in the 15 KV kind of a Solar farm is 15 KV cable, probably in the Perian Basin, but out in Montana maybe not because the power needs are less. So, I'm just going to make that assumption.

Daniel Lynch:

Steven Moore: I guess the KV is more about how far you can pump that power over distance, right? Yeah. So, I don't consider me stupid.

Daniel Lynch: Yeah. …

Daniel Lynch: so when you fault locate and forgive me if I'm telling you something you already know. all right. So, when we faultlocate, the first thing we'll do is do a high pot test. And basically, you're charging whatever distance that cable is, you're trying to charge it up to say 15 KV because that's what the construction is. And if it charges up and you have a flashover or you have a fault, you'll produce a flashover and then that flashover will let you know that you have a problem on that particular cable. It does not tell you a distance yet, but you just know that you have an issue.

Daniel Lynch:

Daniel Lynch: So then you would go move to the next step and you would look for the far end with a TDR and a TDR is just looking at changes in C cable impedance and it's looking for an open and if you find an open in an unexpected place if you think it's 3,000 ft long and you have an open at 1,000 you probably have an issue there or…

Steven Moore: Yep.

Daniel Lynch: maybe measurement or your expectations wrong. So I'm glossing over a few details here but I'm going to move to The next step would be Arc reflection is a test that you incorporate high voltage pulse.

Daniel Lynch: so you charge up a capacitor and you're going to that up to, somewhere above whatever it flashed broke down at during your iPod test to be able to prod and it goes through a filter to be able to produce an additional trace on top of your TDR trace where you can see where the cable is actually faulted and get a distance to it. So, if it's a straight run, it's really straightforward. If it's branching in 20 different directions, that distance may be difficult to get. And if you get it, it could be one of 20 different directions based on the distance of each one. And then you move on to the last step, which would be to actually And thumping is just putting out a constant repetitive pulse onto the C.

Daniel Lynch: and you would go out with something like the digifhone or an impulse detector to find the direction of that or if you were on a straight run it's pretty easy if you already have a distance you'll go out to that particular point and then you'll pinpoint it either by feeling it in your feet hearing it or using a digifone or an impulse detector to locate it. So in its simplest forms that's what the fault location process would be. The issue that we will have and this is where my question originally started with is the capacitance is going to matter because if you have too much capacitance in whatever grid you're trying to test. if it's too great, you won't be able to charge the cable up enough in order to produce that flashover for the high pot.

Steven Moore: Yeah, it is.

Daniel Lynch:

Daniel Lynch: And the same thing with the arc reflection and then eventually the thump.

Steven Moore: All right, So, interestingly enough, because of the nature of the problem, probably not going to need to go with the digital phone because there going to be a giant hole in the ground.

Daniel Lynch: So that's good.

Steven Moore: That's going to be easy. And we know for a fact that it's going to be on a dirt road.

Daniel Lynch: All right. If there's a giant hole in the ground, that solves some things as well because by default you're talking about I'm assuming theft or…

Steven Moore: Mhm. Yes.

Daniel Lynch: something like that. If they produced an open by pulling the cable out, when you do a TDR trace, you're going to see that open in an odd spot. assuming again, it can be something as simple as a straight run and open in an odd spot.

Daniel Lynch:

Daniel Lynch: that's pretty easy to locate. you verify that usually by then doing an arc reflection shot and then you'll see that you have a fault in that same spot and now that open is truly the end of the cable. So when we talk about opens when we do fault locating it could be several different reasons cause that.

Daniel Lynch: One's bad neutrals, one's the end of the cable and another that's where your fault is located and it's blown in two. theft will produce same result.

### 00:35:00

Steven Moore: Yes, it will.

Steven Moore: We blow it into two.

Daniel Lynch: Yeah. Mhm.

Steven Moore: So, what might be a thing then? Now I'm thinking about a little bit more if you did your testing from the core of the van because you're parking it, at the beginning of your branch because they're not really loops. I don't think I'm just looking at the topography of how everything's run. there's no ability to really loop things around.

Daniel Lynch:

Steven Moore: Most of it looks like it's just coming off of branches of a tree. Yeah.

Daniel Lynch: Correct. that's…

Daniel Lynch: what it looks like to me. And so if I compare this to what the equipment we're talking about how it works in a city would probably be the best comparison to what you're talking about here. They have branch downtown networks. They go in 10 different directions. And if you use a TDR on that information coming back is going to basically be put on top of each other. and as a result, they often can't see exactly what's going on in that branch downtown network because it's a composite of say five 10 different directions. Again, when they do an arc reflection trace, sometimes it's hard to get a distance to that for the same exact reason.

Daniel Lynch:

Daniel Lynch: So then we have another tool that is called impulse current detection and that's incorporated in all the equipment that we've spoken about so far or that our trailer M mount systems or portables that will allow you to get that distance if arc reflection didn't work. So it seems to me that you're talking about something you'll very similar to what the guys would be doing in branch downtown networks. You would want to have several different tools.

Steven Moore: Yep.

Daniel Lynch: you'd want to have a capable piece of equipment that you could step through processes if first one doesn't work.

Daniel Lynch:

Daniel Lynch: So, the last piece, and I think we just got there, is that you want to have the ability to move to shorten the distance at any given time as you realize that the problem exists in a particular area. For instance, on this at the bottom here, let's say we were hooked up here originally and we did a high pod test going up here and we showed that there was a fault or something and therefore we know it's going up in any one of these branches, but we don't know exactly where.

Daniel Lynch: If there was the ability to move up further and then shoot both directions, you will speed up the process significantly.

Steven Moore: And that's exactly…

Steven Moore: what I was hoping you'd say because that's the point. for the trailer there's going to be the volt server cables, running to all these different branches to all these different endpoints. So if there was a way to add on to I call them suitcases but they're basically an integrated set of technologies right now you're talking about your volt server receiver you have a PoE switch you have a power supply whatever but if there's another part of the suitcase per se with some piece of technology maybe a capacitor bank or something like that and then whatever tech that you guys have to measure that whole downstream.

Daniel Lynch:

Steven Moore:

Steven Moore: So, we'll say…

Daniel Lynch: Can I ask you a question on that there?

Steven Moore: if you have Mhm.

Daniel Lynch: When you're talking about this system here that you envision will and the technology you were talking earlier it would sense if someone cut into your cable. Okay.

Steven Moore: It says it actually tests for under voltage, open faults, ground faults, all kinds of different stuff within its own cable, but only its own cable.

Daniel Lynch:

Daniel Lynch: So in theory there could be the cable next to it that's the power cable that is untouched…

Daniel Lynch: but is this indicating there's a fault or a problem. Okay.

Steven Moore: Yeah, this only works to manage its own power distribution network is this will basically completely replace or…

Steven Moore: or bypass all the traditional infrastructure under the ground. So you could basically back up your SCA box and power the whole SCA box without having to use the standard infrastructure. Yeah, it's basically like running a extension cord from, the trailer all the way to the skater box, laying on top of the ground temporarily.

Daniel Lynch:

Daniel Lynch: Got you.

Steven Moore: Yeah. So, I was thinking, if I don't know this thing here, I'm just taking this example. I don't even know I just clicked, but if you have, a controller of some kind in here. I know you guys use a lot of Raspberry Pies from my understanding. and then I'm assuming there's a big battery bank underneath of this and capacitors is probably I don't know.

### 00:40:00

Daniel Lynch: That one is AC only. but yeah,…

Steven Moore: I'm just whatever.

Daniel Lynch: some of the other parts and…

Brock Pellerin: Mhm. How's it

Daniel Lynch: from what you've described so far, we probably want to use the power that you're bringing along. so …

Steven Moore: Exactly. Yeah.

Daniel Lynch: but some of our equipment does have batteries. It's just not this particular unit.

Steven Moore: So, if this one did have batteries, basically we could take all the batteries and…

Steven Moore: not use those and just use the volt server to power the thing up.

Daniel Lynch: Okay.

Steven Moore: And then if you need to run a thump or a charge down a cable. and just as an FYI, Brock over here is my electrical engineer. So, I know we kind of skipped over introductions. but we want to get this out to quote by mid December like this. You're coming at the very end here. I've been trying to get this kind of set up for a while with Matt. Jason not hitting me up fast enough. yeah. So that would then be integrated into the suitcase. and then you could run, your birectional testing some where the trailer is sitting, at home base, then also at this 2 kilometer radius around the entire trailer.

Steven Moore: So it'll run all these different cables out. So you could do your birectional testing from the edge to the core,…

Jason Aaron:

Daniel Lynch:

Steven Moore: from the core to the edge without a problem.

Jason Aaron: I do have a question real quick.

Jason Aaron: I guess as far as the solutions that we offer, are you looking for portable equipment?

Jason Aaron: I mean, I know you want it to be on the trailer, but are you looking for a palleted solution do you even know what versions of what we offer that you do want?

Steven Moore: I want one of your nerds to tell me…

Steven Moore: what the best solution is. Then yeah, to know because you kind of get to know the whole system. what we're trying to do is reduce extra crap on the trailer,…

Jason Aaron: Right.

Steven Moore: of course, because it's a trailer. There's only so much weight the thing can pull with a, F250 or F350 or whatever. and these things, this is a problem. Just to give you an understanding of the upside, the guy who I'm working with runs the operations for the entire 2 million acre properties, all of it. He is a top dog. and he said, "Steve, if this thing works the way you're saying it is,…

Daniel Lynch: All right.

Steven Moore: you've just solved the problem that the oil and gas industry has been trying to solve for 25 years. And please don't forget me when you're a billionaire." That was his exact words. And he doesn't say that stuff often. This dude is a big dog at Exxon. So that's kind of like where I'm sitting is okay for the proof of concept what is the minimum effective dose of equipment that we could put on this thing integrated to the edge devices which I call the suitcases what can I integrate into the suitcase that can test from one direction what can I integrate into the trailer that can test from the other direction to figure out if someone stole the cable and b approximately it doesn't have to be that exact because if they know that there's a

Steven Moore: someone stole cable from somewhere in this branch that they know that when they take their trucks out there to do any of the maintenance, they know what to bring and not have to, bring everything everywhere all the time. They could just bring the stuff they need and nothing they don't to fix everything and…

Daniel Lynch:

Daniel Lynch: Steve,…

Steven Moore: know exactly. Yes, I'm in Baltimore and…

Daniel Lynch: I'm sorry, quick question for Where are you located?

Steven Moore: Brock is in LA.

Daniel Lynch: Are you available Monday?

Steven Moore: For this I'm available wherever the hell you want..

Daniel Lynch: So, I'm out of Delaware. And So, I think if I came by on Monday and just demonstrated what our equipment can do and…

Jason Aaron: Okay.

Daniel Lynch: what it does, we probably could get to the point and in combination with getting a better understanding of the electrical cable that you're going to be responsible for here distances, type of construction,…

Daniel Lynch: voltage that is being used. That combination of those two things, I think we could pretty quickly get to what you're looking for.

Steven Moore: And most likely…

Steven Moore: what being the case is we might have to go travel out to Mississippi or Montana or wherever and do that dog and you dog and pony show for his sites because that is a thing working with them for so long it's a hodge podge.

### 00:45:00

Daniel Lynch:

Steven Moore: Nothing is standardized which is kind of annoying. even their network equipment they have Red Lion Moxa blah blah blah blah blah Allen Bradley Stratics they have Mhm.

Daniel Lynch: You might be in a situation…

Daniel Lynch: where if you get me, all the different possibilities, one particular unit might be the perfect fit. and it might be that simple because again, it goes down to the distance and…

Daniel Lynch: the construction of the cable and how large that cable is.

Daniel Lynch:

Daniel Lynch: But I would imagine from what you said if it's 15 KB or below two kilometers or…

Steven Moore: if I can tell you the one standardization is under 2 km.

Daniel Lynch: below with the branches you might be higher but if let's just say it's three miles or less I think there's a lot of different options that might simplify this pretty quickly.

Steven Moore: ometers. Period.

Daniel Lynch: but that's what we're looking it's not just distance from point A to point B. It's all those branches have to be added to it. But other than that the capa and that's where the capacitance comes into play.

Daniel Lynch:

Daniel Lynch: But, I think if you saw what the fault locating does and then a couple different pieces of equipment, I think I would have a better understanding what from your questions and your concerns and you would have a better understanding of what would happen when you get out into one of these situations and you have a situation where some cables missing because I could screen exactly…

Steven Moore: Yeah. Yeah.

Daniel Lynch: what that would look like.

Daniel Lynch:

Steven Moore: Would you be willing to travel to Mississippi?

Daniel Lynch: We have guys down there.

Daniel Lynch: We can do it. I probably wouldn't be me. We have, five individuals throughout the country that do exactly the same thing I do.

Daniel Lynch: I handle the Northeast. but, we can get you whatever you need.

Steven Moore: Yeah. and…

Steven Moore: this is All right. So that makes sense. And then what we'll do so there are what we took so we're basically a think So NextGen Engineering is a combination of rep firm and engineering firm. I'll give you a little bit of background on us just make this also a little more fun and easy. So, me, Brock, and there's two others. Chris Reinard, he's down in Florida, and then my wife is also a part of this. We're all different kinds of engineers, and when three of us worked for a distributor before starting this up, and a distributor actually has sold you guys stuff for a bit.

Steven Moore: A lot of your components come from a company called NAC or they did. And we split off and…

Brock Pellerin: They're still s\* in the bed.

Steven Moore: start this company because our former company took they s\*\*\* the bed. We're like, bye. Yeah.

Brock Pellerin: Hasn't stopped.

Steven Moore: So, there's a couple cool things in that situation because basically Exxon, Mitsubishi, and some other Fortune 1000 above said, "Steve, you go start a company. We'll hire you immediately." He said, "Okay." And so, We don't resell a product. we're under a non-compete that doesn't allow us to sell product. So what we do is we partner with folks and we allow you guys to bid directly to the end users right and what we generally do is get either manufacturers rep agreement or whatever where we'll get some guy commission for bringing the opportunities and we actually will solution out the entire thing.

Steven Moore: So, we're building the trailer. Not only are we doing the CAD modeling, the network design, the back hole solutioning, all this different stuff. We're doing all of that for Mitsubishi for practically nothing. And then the manufacturers that we're working with, Moxa, whoever, will give us basically a five to seven point kickback for getting all their stuff into our solutions. And then Mitsubishi is giving us a kickback for getting that solution into the end user. So we go find an end user that has a big ass problem. We'll solve it and then we'll, farm out all the different parts of the solution to the folks we deem as the most appropriate. So there is no There's no other source in the game than you because I like Matt a lot. So we have not approached anybody else. There's nobody else in the game.

Steven Moore: but what we do is we introduce you to the two folks that we brought this project to. One is Mitsubishi Heavy Industries, little company. I don't know if you ever heard of them or not. and then the other one is a company called Flux Power out in California. There are two battery OEMs. They're subdivision of Mitsubishi's battery folks, which is concentric is the name of that subsidiary, but they're Mitsubishi heavy company. and we would introduce you to them and that's who the dog and pony show should be most definitely done for because they also don't just do this they do critical power for it's 600700 million in revenue last year they're big shop and they're set to cross another$1.2 billion next year and the projects that they have and not including this one.

### 00:50:00

Steven Moore: So the goal would be to not only show them the stuff for this, but give them a little bit of a dog and pony show for all the other stuff that you guys can do because they're working with utilities. They're doing giant energy storage systems. All kinds of cool stuff. So that's a little bit more about what NextG is.

Brock Pellerin: Yeah.

Steven Moore: Any questions?

Daniel Lynch: No, I think everything you've described I think we have a solution for.

Daniel Lynch: It's just a matter of which solution is best. So that's the reason why I think if I have equipment with me, I have a van that has a number of different pieces of equipment. we can get more equipment if needed to meet exactly what your needs are. And once we know your needs, if it happens to be a larger piece of equipment, which I believe we were just looking at the diagram for, then that's the route we'll go. But if it's doesn't need to be that big, there are other options.

Daniel Lynch:

Daniel Lynch: But I won't know that until we get some of that parameters that we just discussed. In the meantime, I show you the fault locating process, what needs to happen in order to find these locations. I think it will help you to be able to help design what you're looking for.

Steven Moore: Yep. Yeah,…

Steven Moore: yeah, so we could do something like that. what's my schedule on Monday? now we all do work remote, so we're all out of our houses. So, is there somewhere or a customer in the Maryland region that you might be able to demonstrate this with or a partner somewhere like we can so I actually see how this works instead of being in my living

Daniel Lynch: Funny enough, your living room would work I can actually ground to an outlet. if I went high voltage,…

Steven Moore:

Daniel Lynch: I'd want to find a true ground outside someplace. So even just a regular parking lot. I've done that from a light.

Daniel Lynch: But that's for when we go high voltage. But I have a test box that I can show you how this equipment works based off that and step through that process. So even something as simple as just having a grounded outlet. I could show you almost everything you need.

Steven Moore: Or I guess we could also and…

Jason Aaron: Okay.

Steven Moore: you're at your office up in PA out outside of Philly.

Daniel Lynch: Yeah. Yeah. that's a possibility as So, I don't have a good location with a customer that I can think of,…

Steven Moore: Yeah. I mean either way.

Daniel Lynch: in such short notice, but get me a ground and…

Steven Moore: Yeah. Yeah.

Daniel Lynch: or just an outlet and I can show you what you need.

Steven Moore: And then I just texted my guy at Exxon to see what his biggest cable is and see if he hasn't responded yet. I talked to him a little bit earlier today for about 30 minutes, but he's very busy. He says it's hard to get a hold of him sometimes. But yeah, I'll see if I can't get more information out of that. And then from this point, I guess if we want to talk Turkey for a minute, do you think Meger would be amendable to working with us in the way that we've been discussing, if we put you into these trailers, a little bit of a kickback and then that kind of thing?

Brock Pellerin:

Daniel Lynch: In that set would you actually be purchasing equipment from us first?

Steven Moore: Nope. Nope.

Daniel Lynch: …

Steven Moore: It be Mitsubishi should be buying it or flux be buying it.

Brock Pellerin: Yep. No,…

Daniel Lynch: all would they Okay.

Brock Pellerin: no margin, nothing like that. Yep.

Daniel Lynch: Would they purchase it prior to it being put into whatever? so where your livelihood is going to be was you would want some money based off of whatever that volume is going to Mitsubishi for instance going to All right.

Daniel Lynch: That's something I'd have to look into. I don't know the answer to that, but I'll find out.

Steven Moore: Yeah, usually the answer is yeah,…

Steven Moore: because most folks have It's a manufacturers rep agreement. it's just we are also a manufacturers rep who know what the f\*\*\* we're doing.

Steven Moore: Generally speaking, Brock is the smart one with electricity. I know communications. he's just sitting there thinking, look at him.

Daniel Lynch: Do you have a percentage that you would typically do?

### 00:55:00

Steven Moore: Between five and seven. Okay,…

Daniel Lynch: All I will ask the question. I'll get back to you on that.

Daniel Lynch:

Daniel Lynch: …

Steven Moore: So, that makes sense. what do you think about the system thus far? Out of curiosity.

Daniel Lynch: I don't have a lot of I guess background or…

Daniel Lynch: understanding of what you've described on your proprietary setup. I think it's pretty incredible. but as far as finding faults on any electric underground cable, we have a system that will work. So incorporating that piece, we have that.

Steven Moore: Yeah. Yeah.

Steven Moore: So, yeah. I just from working with Matt and seeing her the breath of your offerings, I'm like, "Yeah, you got something. I don't know which something it is, but I know you got something.

Daniel Lynch: So if you're not doing anything proactive, that simplifies things.

Daniel Lynch: If you wanted to start doing things proactive where you're trying to see how much longer a particular cable can last over is it 20 years that's an additional capability that's where cost would change but

Steven Moore: Yeah. there's one more part to this which this system is modular. So what we would for the next steps after the disaster recovery stuff, right, the core will stay generally the same, but we will be creating configurations for construction sites for quite a few different applications that would probably require,…

Jason Aaron: Mhm.

Steven Moore: the full monty of what you got. because some of these might be going to the utilities, some of these might be going to the oil and gas, the government, some might be going to FEMA, some might be going to wherever else. So this is not just a one opportunity. This is actually a system that looks like will be adopted by Exxon to basically replace their standard generators in a lot of applications.

Daniel Lynch:

Steven Moore: So yeah,…

Daniel Lynch: As a result, it would be fair to say that any equipment that you would be purchasing from Mega would be exclusively going into a system like this as opposed to sold separately. as a standalone unit someplace. That would be a concern of somebody within my organization. So that's why I'm asking a question.

Steven Moore: all this will be going into a system specifically like this. And hopefully if I do my job right, the folks at Mitsubishi will then buy the rest of your stuff for their standard operations.

Jason Aaron:

Daniel Lynch: Andion of that, is there any standard to, location where any of this equipment would go to or…

Daniel Lynch: could it be shipped all over? are you putting this package together in one spot and then shipping it out? And where would that be? Okay. All right.

Steven Moore: Elcart, Indiana.

Steven Moore: Yeah. Yeah.

Daniel Lynch: That's a good my …

Jason Aaron: Hey Stephen,…

Steven Moore: Wait, why is that a good answer?

Daniel Lynch: I said that's a good answer because that's part of my territory as well.

Jason Aaron: you mentioned Mississippi earlier. what I have a guy that's located. So just to explain kind of how our structure works at Mega.

Steven Moore:

Jason Aaron:

Jason Aaron: So, I'm a part of the technical support group and Daniel's a part of the sales team and we work together to help you guys.

Steven Moore: Yep. Really?

Jason Aaron: And all I was going to say is if there is a reason that because you brought up Mississippi, I have a guy that works remotely that lives in Mississippi.

Brock Pellerin: Okay.

Jason Aaron: So, yes. I don't know what town it is. It's close to Nashville, but not too far away from there.

Steven Moore: Because the head of field operations lives in H Highleberg.

Jason Aaron: I was just going to suggest if there was something that you wanted us to physically see that he's close and he would be able to, visit whoever you're suggesting and obviously provide that information to Daniel and myself.

Steven Moore: Yeah, basically if we're going to do that, I have to fly out to Mississippi, and we could go through the dog and pony show with Latril, who is the head of field operations out there, it' give me a good reason to go visit him. but yeah, he lives in H Highleberg. So, if you had somebody near Mississippi, if you had someone near that area, which I guess would be Where's Nashville,…

Brock Pellerin: There's

Jason Aaron:

Steven Moore: There's a lot of Jacksons. That's weird. Memphis. Nashville's up in Tennessee. That's a Mississippi. That's like middle of Tennessee.

### 01:00:00

Jason Aaron: No. No. You're right.

Jason Aaron: I always say that when I talk about him. It's near Memphis where he lives. Sorry. Okay.

Steven Moore: Yeah. …

Steven Moore: the trail lives halfway down the state. I guess it's Jackson be the closest to him. Meridian or whatever the hell you want to call. But yes, that's where he is currently residing. So, if we wanted to take a trip out there to kind of go over that stuff, that isn't out of the question for sure.

Brock Pellerin: Mhm.

Steven Moore: Yeah,…

Jason Aaron: I am

Steven Moore: but just would that mess up Daniel's territory or the deal for him.

Jason Aaron:

Jason Aaron: It I think…

Daniel Lynch: No, it don't worry about that.

Daniel Lynch: We'll figure it out. I wouldn't change how I operate here based on that. Good.

Steven Moore: All right, cool. I like you all. I instantly like you. So, I want to make sure that's the case.

Jason Aaron: what Daniel proposed as far as you guys meeting next week is a really good idea. and…

Steven Moore: Yeah, I mean,…

Jason Aaron: and then…

Steven Moore: I'm down.

Jason Aaron: if there's somebody that's there at H Highleberg like you said that that wants to see some things we can definitely set something up to accommodate that and if we need to we can ship equipment there things like that.

Jason Aaron: I mean we do that all the time. I mean we support all of the US and Canada and we do demos and things like that all over the place. So whatever you guys need we'll do it.

Steven Moore: Cool. Yeah.

Steven Moore: So, what we'll do, I guess next steps will be I guess I've already introduced you guys be the beginning of it to Mitsubishi. I have to introduce you to Flux Power. and just don't tell each other that the other ones are what they're doing. for the other ones. we'll segment those two off even though I am running both solution sets. they're having their own little special twist on it. which is the coolest part is all the bids are controlled through me which means whoever they pick you still win which is cool. so that makes sense.

Steven Moore: So yeah, I'll address to the Mitsubishi guys and to the flux power people. and then we will talk to see if we can maybe arrange a trip. Probably sometime mid December is when I want to actually submit the entire proposals or whatnot. so you really are the very last piece of the puzzle to making the whole thing, work.

Jason Aaron:

Jason Aaron: So, what we need to do is kind of hammer out what exactly and this will help when Daniel meets you next week, but kind of hammer out exactly what it is that you need on the trailer and kind of get a good idea of how it's going to interface with your equipment and…

Steven Moore:

Jason Aaron: then we can work with the team in Germany to get it quoted. so you'll have pricing and…

Daniel Lynch:

Jason Aaron: all of that.

Steven Moore: Is there a good manif German for four years?

Jason Aaron:

Jason Aaron: Yeah. Is that Chinese? I don't know. Okay. Yeah.

Daniel Lynch: Yeah. a lot of our cable fault location equipment is made at the Valley Forge location Phoenixville actually,…

Steven Moore: I haven't had to speak it in forever, so that' be kind of fun. okay. So, that makes sense.

Steven Moore: How big is Mangar Out of Curiosity? How big of an organization are you?

Jason Aaron: We are a worldwide company.

Jason Aaron: The headquarters of the company is based in Dover England and we have locations all over the world.

Steven Moore: Cool. How Yeah.

Daniel Lynch: but we call it Valley. So if that is a viable location on Monday or…

Steven Moore: Yeah.

Daniel Lynch: next week if that's what you prefer. the larger equipment that may end up being necessary for your needs and out of Bano Germany. So depends on what fits. I would imagine you're going to have a hybrid of…

Daniel Lynch: what actually fits best for you. Mhm.

Steven Moore: Yeah. And…

Steven Moore: then whatever I can do to consolidate stuff into a smaller footprint if there's already have HMIs, we already have, screens in this thing that are, class two to tuck big in touch screens. It'll be in the face thing and they'll have the tablets for running all your diagnostic systems. So, if there's any way to basically kind of merge some of this, into the system without having to create just so there's a screen for that, putting it all into one. That would be super neato. But yeah, we can let's meet up at your Valley Forge. I know exactly where that is. I've been there before myself.

### 01:05:00

Daniel Lynch: Have you been there in the last couple years?

Steven Moore: I was there three months ago.

Daniel Lynch: Because it moved over to a new location 4 way.

Daniel Lynch: All right. there you go.

Jason Aaron: That's it.

Steven Moore: Yeah. Yeah.

Daniel Lynch: But you know where it is.

Steven Moore: Yes, I do. Yes, I do. I met one of the fellas over there. what was his name? Doesn't matter. His name is I met him once, but yeah. Yeah, it was actually kind of funny because the guy I was with at NAC is kind of not the highest caliber of folk and I was just there shadowing and I was sitting there watching him flounder with your colleague and I'm like why am I working here?

Daniel Lynch:

Steven Moore: because your colleague was basically running him through the ringer I don't think I'm ever going to buy from you.

Daniel Lynch: my side. Okay. So…

Steven Moore: Dude, it was great. That was the supply side. He's like, "Why can I just go on Digi Key and…

Brock Pellerin:

Steven Moore: Why would I buy it from you?" And he had real good answer.

Brock Pellerin: Man.

Steven Moore: Dude, it was Rick my Yeah,…

Brock Pellerin: Yeah, I know exactly who you're talking about.

Steven Moore: It was bad. And I'm like, "Holy s\*\*\*, this is the worst. Yeah.

Brock Pellerin: That's the worst line you want.

Daniel Lynch: what we could do whether it's indoors or outdoors we could go ahead and I think the first step would just show you the fault locating process and then we could start talking about particular pieces of equipment and then eventually footprint goes hand in hand with that so you can see each one. But in the meantime, if you could get some data on the types of cable that you'll be testing because I'm not sure of the type of equipment that's the best fit for you and…

Daniel Lynch: I won't know that until I get distances, types of construction and on just how big those cables are, how long they are.

Steven Moore: Yeah, that shouldn't be much of a problem.

Steven Moore: And then I know my guys over at Mitsubishi have worked in oil fields, so they know a lot of that stuff already. and I'll introduce you straight to them, bring you into the fold, and then we'll set up a meeting with their director of engineering. and then, we'll start this process.

Daniel Lynch:

Steven Moore: Then on your end, talk with your higherups about how to work with us to make sure that, we can survive. it's kind of cool because now you know that it's a fixed margin as far as going through us. It's what? We're marking it up because they're paying us. No inflated prices.

Daniel Lynch: Yeah. Yep.

Daniel Lynch: I will make sure I point that out.

Steven Moore: Yes, we have to get that done relatively quickly because this is going and…

Daniel Lynch: Okay.

Steven Moore: it will probably close in January.

Daniel Lynch: All what time would you like to get together on Monday?

Steven Moore: right, Let's look at Monday and we go to your Phoenixville office. Let me go here. Mega Phoenixville Opportunity Way over there. And then directions from my location for a circle. I'm looks about two and a half hours awayish.

Brock Pellerin: no.

Steven Moore: So I could get there. What if any meetings on Gotionetic at 11. Can you hear me on the call, All right, Literally, I have cleared out my entire schedule to the end of November. every day,…

Daniel Lynch:

Steven Moore: I've deleted all the meetings because I have to get this done. so you tell me. It takes about three or two and a half hours to get there. How long take for you to get over there?

Daniel Lynch: You talking to me?

Steven Moore: Yeah. All right.

Daniel Lynch: Yeah, I could be there anytime. I'm usually out the door around 6:00 in the morning. So, whatever works for you, I'll be there.

Steven Moore: So, if I got out of here at What's the best traffic time?

Steven Moore: Let's see.

Daniel Lynch: That's the toughest part.

Daniel Lynch: It 476 can be really bad.

Steven Moore: Let's see. How do I Yeah, I'll be taking 83 through York and 30 over then 7 176.

### 01:10:00

Daniel Lynch: You might have an easier time then. So traffic might not be too bad except the Baltimore area.

Daniel Lynch:

Steven Moore: And I'm not hitting that till north of where all the traffic is there. So I would say if I'm going to put in 3 hours if I left at 8 somewhere around 11.

Daniel Lynch: That works.

Daniel Lynch: No problem here.

Steven Moore: All let me put this here.

Jason Aaron:

Steven Moore: Me and person and then Daniel Lynch. Do you want me to put you on this Jason at all? Or do you want to just be outside of this?

Jason Aaron: I don't think it's going to be virtual and…

Jason Aaron: I'm in Dallas. So, just I think Daniel can handle that part of it really well. So, just leave me out of it for the time.

Steven Moore: Yeah, I was visibility.

Jason Aaron: Okay. What the f\*\*\*?

Steven Moore: So, works. And then, you're in Dallas. That's where the headquarters of concentric substate area Mish state area is. They're headquartered in Dallas, but all my guys are in the northeast and north. my guys are everywhere. the director of engineering is in upstate New York. the other sales guys in South Carolina. Yeah, it'll be fun. All right, so that makes sense. let's see here. That's the allocation. Mega Phoenixville. Boink.

Steven Moore:

Steven Moore: All Cool. Invite is sent. Everything is good. Any other questions, comments, concerns, etc.?

Daniel Lynch:

Daniel Lynch: I put my contact information in the chat here. if you can go ahead and just respond to that at some point with contact information so I have it in my phone for Monday. That way if something changes I can give you a call.

Steven Moore: I will text you my name here.

Daniel Lynch: Awesome. Thank you.

Steven Moore: I just text you my number and then I'll shoot you an email.

Jason Aaron:

Brock Pellerin: Nice meeting you guys. Yep.

Steven Moore: Gentlemen, that was a pleasure and I look forward to sprinting to the finish line here.

Daniel Lynch: Appreciate it, guys. All right. I'll see you

Jason Aaron: Thanks a lot.

Jason Aaron: Appreciate everything.

Brock Pellerin:

Steven Moore: Okay, cool.

Steven Moore: What do you think about all that?

Brock Pellerin: Yeah, that was the first time I've…

Brock Pellerin: because I've looked at their website a little bit. I've heard you talk about them, but It was good to get kind like a deeper dive of what they do. Yeah.

Steven Moore: Yeah, They do a lot. So that's cool. Okay, so that's pretty cool. I like it.

Brock Pellerin:

Steven Moore: I guess electrical stuff would fall under your purview. If you want to dingle around how that s\*\*\* works and…

Brock Pellerin: Add it to the list.

Steven Moore: just get a cursory understanding, that would be cool. Yeah, it's pretty neato. I'm pretty pumped about that whole situation. Yeah, they're going to be pretty useful. The NY's like, I don't know where they're going to sit." I'm like, " you don't have to worry about that so much." Yeah.

Brock Pellerin: I know everyone wants more details than they need for the stuff. no, way simpler.

Brock Pellerin:

Brock Pellerin: Everyone's over complicating it because of the engineers and people who have designed and this and that. no, let's dumb it down. Let's simplify it.

Steven Moore: Yeah. Just relax. which is cool. I mean, I get everyone they're working with is your standard.

Brock Pellerin: Right. Yep.

Steven Moore: Yeah. What's up, I leave. Why is that? all right. sir, I will talk to you soon. Yeah. Good.

Brock Pellerin: See it.

Steven Moore: I see but

### Meeting ended after 01:14:51 👋

*This editable transcript was computer generated and might contain errors. People can also change the text after it was created.*