1. Safety First!
2. Deliver a high level positive customer experience
3. Strive for excellence and be accountable
4. Have a positive attitude
5. Practice Integrity, Respect, Loyalty and Active Listening
6. Be Creative!
7. Mistakes happen, but learn from them
8. Be a team player

1.800.342.7215 | 954.455.3050
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WWW.BUYAWG.COM
AWG MAKES IT EASIER and LOWERS COSTS
AS A COMPLETE SOLUTION
FOR ALL CABLE NEEDS AND
SPECIALTY HARDWARE COMPONENTS

• OVERHEAD & UNDERGROUND TRANSMISSION & DISTRIBUTION
• SUBSTATION
• FIBER OPTIC CABLES AND OPGW
• POWER CABLES

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OUR PRODUCTS ARE APPROVED BY AEIC, ICEA, ASTM, UL AS APPLICABLE.

(IEC, CSA, BS ALSO AVAILABLE)

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200 COMBINED YEARS OF EXPERIENCE

AVERAGE INVENTORY LEVELS OF $25 MILLION - IN PA & CA TO MAINTAIN AVAILABLE PROJECT SUPPLY FROM STOCK
AWG has the capability to service projects from the development phase with estimating material cost, through delivery of materials during construction, and to service the site afterwards for O&M, providing a full-lifecycle approach.
<table>
<thead>
<tr>
<th>Bare Aluminum Conductor T&amp;D Types ACSR, AAAC, AAC, ACAR, ACSS, T-2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Substation Control Cables, 0.6kV-2kV</td>
</tr>
<tr>
<td>5-46kV MV Power Cables Underground (EPR + TRXLP)</td>
</tr>
<tr>
<td>Medium Voltage EPR MV105 - 5-35kV</td>
</tr>
<tr>
<td>Bare Copper – Stranded or Solid; Soft Drawn, Medium-Hard, Hard Drawn, &amp; Tinned</td>
</tr>
<tr>
<td>0.6kV-2kV PV Cables – Aluminum &amp; Copper</td>
</tr>
<tr>
<td>Copperclad Steel</td>
</tr>
<tr>
<td>Alumoclad Steel</td>
</tr>
<tr>
<td>Guy Wire / Shield Wire Galvanized (OHGW)</td>
</tr>
<tr>
<td>Overhead Service Drop Duplex, Triplex, Quadruplex</td>
</tr>
<tr>
<td>Fiber Optic Cables (ADSS) &amp; Data Cable</td>
</tr>
<tr>
<td>OPGW &amp; Hardware</td>
</tr>
<tr>
<td>0.6kV-2kV Industrial Power Cables, Towerguard ™ CCA &amp; CU DLO</td>
</tr>
</tbody>
</table>
COMMUNICATION CABLES
- Fiber Optic — Single and Multimode
  - Single Jacket, Double Jacket
  - Single Armor/Single Jacket
  - Double Armor/Double Jacket
  - Fiber In Duct

OPGW & OPGW Hardware
- RS485 Twisted Pair

CONTROL CABLES
- Multiple Conductor
  - PVC THHN/THWN-2 Insulation / XLPE XHHW-2 Insulation / FREP XHHW-2 Insulation
  - PVC, CPE, CSPE Jacket
  - Shielded or Non Shielded

GROUNDING CONDUCTOR CABLES
- Bare Copper / Copper Clad Steel
- 2kV RHH/RHW-2 Copper
  - 2kV RHH/RHW-2 600V/1kV/2kV
  - Copper USE-2 RHH/RHW-2/RWU90 600V/1kV/2kV XHHW & THHN 600V DLO
- CCA
  - TowerGuard™ CCA RHH/RHW-2 2kV
- Aluminum
  - 2kV RHH/RHW-2 600V/1kV/2kV
  - USE-2/RHH/RHW-2/RWU90 600V/1kV/2kV XHHW 600V

POWER CABLES
- 5kV to 35kV
  - TRXLPE Insulation / EPR Insulation
  - URD
  - MV-105

TRANSMISSION CABLES
- Overhead Bare
  - AAC ACSR ACSR-TP Static Wire Aluminum Clad Steel

TE/RAYCHEM ACCESSORIES
- Elbows / Elbow Arresters / Terminations Splices Link Boxes

SERVICES
- Reel Return and Recycling Steel Reels/Wood Reels
- Cable Pre-installed in HDPE Duct
COMMUNICATION CABLES
  Fiber Optic — Single and Multimode
  Fiber In Duct
OPGW & OPGW Hardware
RS485 Twisted Pair
CONTROL CABLES
  Multiple Conductor
    PVC THHN/THWN-2 Insulation / XLPE XHHW-2 Insulation / FREP XHHW-2 Insulation
    PVC, CPE, CSPE Jacket
    Shielded or Non Shielded
GROUNDING CONDUCTOR CABLES
  Bare Copper / Copper Clad Steel
PV CABLES - Copper
  PV Wire 600V/1kV/2kV
    Copper USE-2 RHH/RHW-2/RWU90 600V/1kV/2kV
    XHHW & THHN 600V
    DLO, TowerGuard™ CCA RHH/RHW-2 2kV
PV CABLES - Aluminum
  PV Wire 600V/1kV/2kV
    USE-2/RHH/RHW-2/RWU90 600V/1kV/2kV
    XHHW 600V
POWER CABLES
  5kV to 35kV
    TRXLPE Insulation
    EPR Insulation
    URD
    MV-105
TRANSMISSION CABLES
  Overhead Bare
    AAC / ACSR / ACSR-TP / Static Wire / Aluminum Clad Steel
TE ENERGY RAYCHEM ACCESSORIES
  Elbows / Elbow Arresters / Terminations / Splices / Link Boxes
SERVICES
  Reel Return and Recycling / Steel Reels / Wood Reels
  Cable Pre-installed in HDPE Duct
Generation Conductors
- 5-35kV Copper or Aluminum MV-105, EPR or TRXLPE Insulation, Copper tape shield, PVC Jacket, one or three conductor
- 600 V Low Voltage Control and Power Cables - XLPE or EPR, Shielded and Non-Shielded, PVC, CPE or Low Smoke Jacket, UL Type TC
- Armored Low Voltage Aluminum Interlocked or Impervious Armored Control and Power Cables UL Type MC and UL Type MC-HL
- Armored Medium Voltage 5-35kV Copper or Aluminum three conductor UL Type MV-105 and UL Type MC-HL
- Bare Copper and Copperclad steel ground wire
- MV cable hardware - elbows, arrestors, splices, and terminations

Transmission Conductors
- Overhead Bare Aluminum Conductor - ACSR, ACSR/AW, ACSR/TW, AAAC, AAC, ACAR, ACSS, ACSS/TW
- OPGW Fiber Optic Ground Wire
- Underground High Voltage Cables or Extra High Voltage Cable, from 46kV to 500kV XLPE and Hardware
- OHGW Overhead Ground Wire/Static Wire/Alumoclad steel
- Hardware

Primary Distribution Conductors
- Overhead Bare Aluminum Conductor - ACSR, AAAC, AAC, ACAR, ACSS, T-2
- OPGW Fiber Optic Ground Wire
- Primary Underground Distribution 5 - 35KV Medium Voltage UL Type MV-90 XLPE and UL Type MV-105 EPR, Concentric Neutral or Copper Tape Shield Jacketed Power Cable
- Hardware

Secondary Distribution Conductors
- 600V URD Overhead Service Drop, and Underground 600V Secondary Distribution- Duplex, Triplex, Quadruplex
- Guy wire/static wire/ Alumoclad Steel, and Hardware
- Overhead Spacer Cable (Tree Wire) 15-35kV, and Hardware
- ADSS Fiber Optic Cable
- Bare Copper and Copperclad Steel Ground Wire
- Hardware

Substation Conductors
- Substation Control Cables - FRXLP-PVC, EPR-CPE, VN7C, 600V UL Type TC-ER, and more
- Fiber Optic Cables
- Bare Aluminum Conductor - ACSR, AAAC, AAC, ACAR, ACSS, T-2
- Bare Copper and Copperclad Steel Ground Wire
- Low Voltage Cables- UL Type THHN, UL Type XHHW-2, UL Type RHH RHW USE-2, and other 600V to 2kV
- Hardware
Two Regional Distribution Centers –

- Mechanicsburg, PA
  - Over 300,000 sq ft
  - Full service wire and cable facility for cutting, inspection, reel repairs, paralleling

- Los Angeles, CA
  - 90,000 sq ft
  - Full service wire and cable facility for cutting, inspection, reel repairs, paralleling

- Additional smaller regional warehouse locations, in FL, TX, IL

60+ full time employees -

Responsible for engineering, sales & marketing, inventory, financial operations, + select rep sales agencies

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✓ **Competitive pricing.** Market-winning prices with quality, reliable products keeps costs and product volatility down.

✓ **Invested and available.** Substantial inventories allow AWG to protect schedules and reduce outages— even when the unexpected occurs.

✓ **A Single Source.** A Single source solution for Transmission, Distribution, Substation, Grounding, Control, and Communications cables eliminates vendor complexity.

✓ **Flexible.** Project cancellations, Material exchanges, Surplus material, AWG works with our clients to solve difficult problems. **Ask and we will help!**

✓ **Product Experts.** Industry commitment through leadership in electric power cable engineering organizations, like the IEEE ICC, keeps our products ahead of the market

✓ **Global.** Global manufacturing reduces price volatility and lead time risks

✓ **Bonded & Capitalized.** Financially strong to participate in projects large and small.

✓ **Creative.** Additional wire and cable capabilities such as custom cable design, hard to find items, forensic cable analysis, online purchasing, field work, emergency response.

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### MVAC Collection System

Medium Voltage Cable
- 35kV 100% AL TRXLPE CN LLDPE MV-90
- 1/0-1250 MCM (in stock various neutral configurations)
- Other Constructions 15 or 25kV, Copper tape shield, MV-105

Fiber Optic Cables – 12 Fiber Single Mode Direct Bury

### LV DC Collection System

- 2kV CU UL Type PV / RHH or RHW-2 / USE-2
- 2kV AL UL Type PV / RHH or RHW-2 / USE-2 - 4/0 to 500 MCM
- 2kV AL UL Type PV / RHH or RHW-2 / USE-2 - 600 & 750 MCM
- Copperclad Steel Grounding / Bare Copper

### Tracker Motor Cables

Stock to 4 weeks

### Substation and OH Collection, Gen-Tie Transmission Line

- Bare overhead conductor (ACSR, AAC, or AAAC)
- Substation Control Cables
- Bare Copper Grounding
- OPGW Fiber Optic Cables

Stock to 8 weeks
Stock to 4 weeks
Stock to 4 weeks
8-10 weeks
ISO 9001:2008

• All MV and LV reels are accompanied by a test report providing full traceability back to production lots and raw materials
• Every shipping reel is tested before departing production facilities
• UL performs independent evaluations
• Physical Inspections on receiving and shipping goods
• Site visits
• Cable Forensic Analysis
• Routine factory inspections
Project Spending by Kickoff Date

(Engineering 1, 2, Construction, and Planning Phase)

Project Spending by Kickoff Date

Dollars (Millions)

0 - 20,000


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PRODUCT OVERVIEW

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ACSR, AAC, AAAC, ACAR, ACSS
Special construction(s) available –
- Trapezoidal Wire (ACSR/TW and ACSS/TW)
- Mischmetal Steel Core (ACSR/MA or ACSS/MA)
- Steel strength of EHS (standard) and UHS also available

OPGW, ADSS

GUY WIRE, STATIC WIRE, ALUMINUM CLAD STEEL

Stocking for cut to order as needed, and for major projects, lead time 8 to 10 weeks

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<table>
<thead>
<tr>
<th>Line#</th>
<th>Cable</th>
<th>Total Qty Delivered (FT.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>954 ACSR 54/7 CARDINAL BARE AL</td>
<td>160,802,250</td>
</tr>
<tr>
<td>2</td>
<td>795 ACSR 26/7 DRAKE BARE AL</td>
<td>73,354,148</td>
</tr>
<tr>
<td>3</td>
<td>477 ACSR 26/7 HAWK BARE AL</td>
<td>18,857,185</td>
</tr>
<tr>
<td>4</td>
<td>954 ACSR 45/7 RAIL BARE ALUM</td>
<td>15,305,371</td>
</tr>
<tr>
<td>5</td>
<td>336.4 ACSR 26/7 LINNET BARE AL</td>
<td>14,207,002</td>
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<tr>
<td>6</td>
<td>477 ACSS 26/7 HAWK BARE AL</td>
<td>12,264,100</td>
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<tr>
<td>7</td>
<td>1590 ACSR 54/19 FALCON BARE AL</td>
<td>5,274,994</td>
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<td>8</td>
<td>1272 ACSR 54/19 PHEASANT BA AL</td>
<td>4,809,262</td>
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<td>9</td>
<td>1272 ACSR 45/7 BITTERN BARE AL</td>
<td>2,524,638</td>
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<td>10</td>
<td>4/0 7 STR ALLIANCE BARE AL</td>
<td>2,500,444</td>
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<tr>
<td>11</td>
<td>1590 61STR COREOPSIS BARE AL</td>
<td>2,203,170</td>
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<tr>
<td>12</td>
<td>1033.5 ACSS/AW 54/7 CURLEW</td>
<td>1,847,701</td>
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<tr>
<td>13</td>
<td>336.4 19 STR CANTON BARE AL</td>
<td>1,662,444</td>
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<td>14</td>
<td>336.4 ACSR 18/1 MERLIN BARE AL</td>
<td>1,260,973</td>
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<tr>
<td>15</td>
<td>4/0 ACSR 6/1 PENGUIN BARE AL</td>
<td>1,142,702</td>
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<tr>
<td>16</td>
<td>1272 ACSS 54/19 PHEASANT BA A</td>
<td>1,133,650</td>
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<td>17</td>
<td>1/0 ACSR 6/1 RAVEN BARE AL</td>
<td>857,949</td>
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<tr>
<td>18</td>
<td>1272 61 STR NARCISSUS BARE AL</td>
<td>851,097</td>
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<tr>
<td>19</td>
<td>477 ACSR 18/1 PELICAN BARE AL</td>
<td>830,127</td>
</tr>
<tr>
<td>20</td>
<td>1/0 7 STR AZUSA BARE AL</td>
<td>679,297</td>
</tr>
</tbody>
</table>
Typical demand is 24 or 48 fiber Single Mode

The most significant variations are in the ground wire as a result of circuit requirements (kA^2/second) fault current rating

With 8 data points – we can design any OPGW system, and provide hardware for installation

Average lead time is 10 weeks

Max reel length up to 22,000 ft., 100% steel, non-returnable reels

Complete hardware line available

<table>
<thead>
<tr>
<th>Number of Fibers</th>
<th>OPGW Type</th>
<th>Type of Fiber</th>
<th>Cable Diameter</th>
<th>Breaking Strength (UTS)</th>
<th>Fault Current (kA^2/second)</th>
<th>Cross Section</th>
<th>Direction of Outer Layer</th>
</tr>
</thead>
</table>

CORNING SMF-28e+ OPTICAL FIBER

1.800.342.7215 | 954.455.3050 sales@buyawg.com WWW.BUYAWG.COM
Single jacket loose tube cable with a dielectric central strength member, reinforced with glass yarns and polyethylene jacket, designed for outdoor applications, for direct installations in duct. The cable is supplied in UV resistant high density polyethylene (HDPE) duct suitable for direct burial.
Compatible with Conventional Single-Mode Fiber, but with More Available Spectrum

AllWave ZWP Fiber has lower & stable loss throughout by removing the water peak defect.

AllWave ZWP Fiber has over 100 nm MORE spectrum.

AllWave ZWP Fiber provides up to 22.5% lower attenuation and longer range compared to “enhanced” or Low Water Peak (LWP) fibers.

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DC LEVEL I Wiring (Stringer Wire)

- Single conductor, sunlight-resistant, photovoltaic wire rated 90°C wet or dry, 600V-2000V for interconnection wiring of grounded and ungrounded photovoltaic power systems as described in Section 690.31(A) and other applicable parts of the National Electrical Code (NEC), NFPA 70
- Copper Conductor
- Single Layer Flame Retardant XLPE 90°C Insulation
- UL 4703 Type PV, National Electrical Code (NEC), ICEA S-95-658/NEMA WC70, UL 44 Type RHH or RHW-2, UL 854 Type USE-2, c(UL) RWU90 1 kV, UL 1581 VW-1 For sizes 1/0 and larger: IEEE, 383, IEEE 1202/CSA FT4
- Available in Duplexed Conductor, Phase ID, and in colors
- Availability: #12, #10, #8, #6

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DC LEVEL II Wiring (DC Collection Cable)

- Single conductor, sunlight-resistant, photovoltaic wire rated 90°C wet or dry, 600V-2000V for interconnection wiring of grounded and ungrounded photovoltaic power systems as described in Section 690.31(A) and other applicable parts of the National Electrical Code (NEC), NFPA 70
- Copper or Aluminum Conductor (Alloy 8000 for UL applications)
- Single Layer Flame Retardant XLPE 90°C Insulation
- UL 4703 Type PV, National Electrical Code (NEC), ICEA S-95-658/NEMA WC70, UL 44 Type RHH or RHW-2, UL 854 Type USE-2, c(UL) RWU90 1 kV, UL 1581 VW-1 For sizes 1/0 and larger: IEEE, 383, IEEE 1202/CSA FT4
- Available in Duplexed conductor, phase ID. Available in colors.

4/0 AWG to 500 MCM Aluminum LVDC Collection IN STOCK with Single Conductor Black and Single Conductor Black w/White Stripes for Phase Identification

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Substation Control Cables

- 20/10 Poly/PVC
- XLPE or EPR Insulations
- PVC, CPE, CSPE or LSZH Jackets
- Shielded or Non-shielded
- Lead times - 2 weeks on average

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COPPERCLAD STEEL
B-228 Standard Specification for Concentric-Lay Stranded Copperclad Steel Conductors
About 50% lower cost than the price of copper
Use the same exothermic or compression
Stocking sizes:
7X#10
7X#9
7X#8
7X#7
7X#6
19X#9
19X#8

BARE COPPER
ASTM B-3 Soft Drawn Temper
ASTM B-8 - Concentric Lay, All Tempers
Available from stock to 4 weeks
Sizes available #18 AWG to 200 KCMIL

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AWG’s patented TowerGuard CCA® type RHH OR RHW-2 is our most recent cable innovation, providing a user-friendly lower-cost alternative to 2kV CU RHH or RHW-2 cables.

In wind projects, replaces copper RHH/RHW-2 from the bottom of the tower to the transformer or from the generator to the transformer. It has been tested to Withstand the required torsion tests by Intertek. For solar projects, it is used from the invertors to the transformer for prefab skids where flexibility is a significant requirements for cable design.
PRODUCT FEATURES

Flexible cable design:
  TowerGuard CCA® can bend to a radius of six times the O.D. without impairing the insulation.

Ozone, sunlight, oil, grease, weather, water, chemical and abrasion resistant jacket
40% lighter weight & easier to install than copper cables with equal ampacity
35% less expensive than copper cables with equal ampacity
90°C (dry) 90°C (wet)
Surface printed for easy identification
No scrap value (theft deterrent)
Sequential footage markers
1. Conductor (CU or AL)  
2. Conductor Screen  
3. XLPE Insulation  
4. Insulation Screen  
5. Semi-conducting Tape  
6. Corrugated Aluminum  
7. PE or PVC Outer Sheath

2. Single core XLPE cable with copper wire screen

1. Conductor (CU or AL)  
2. Conductor Screen  
3. XLPE Insulation  
4. Insulation Screen  
5. Semi-conducting Tape  
6. Copper Wire Screen  
7. AL or CU Laminated Tape  
8. PE or PVC Outer Sheath

3. Single core XLPE cable with lead alloy sheath

1. Conductor (CU or AL)  
2. Conductor Screen  
3. XLPE Insulation  
4. Insulation Screen  
5. Semi-conducting Tape  
6. Lead Sheath  
7. PE or PVC Outer Sheath

4. Single core XLPE cable with corrugated copper sheath

1. Conductor (CU or AL)  
2. Conductor Screen  
3. XLPE Insulation  
4. Insulation Screen  
5. Semi-conducting Tape  
6. Corrugated Copper Sheath  
7. PE or PVC Outer Sheath

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• 6 to 500 kV three core armored cables with copper or aluminum conductors, insulated with oil impregnated paper tapes (PILC), cross linked polyethylene (XLPE) with copper wire screen and laminated core sheath or lead sheath or EPR “wet type” design without a radial metal sheath water barrier.
• Produced in long continuous lengths due to the development of flexible factory joints.
• For long lengths, the cables are loaded directly on board the cable laying vessel through a dedicated loading line. For shorter lengths the cables are loaded on drums or special pans or baskets and they are shipped directly to the site of works.
• The construction of composite power /optical fiber submarine cables is similar to the construction of standard submarine power cables, including additionally in their structure one or more optical units. The optical units are stranded during the manufacturing of the cable between the outer interstices created by the insulated conductors of the cable. For relevant short distances multimode fibers may be used. For long distances, single mode fibers are used.

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AC or DC Subsea Power Cable Composite with Optical Fiber

Mainly used undersea for providing a smooth connection from:

- Island to island
- Mainland to island
- Island to offshore platform
- Between wind generators offshore

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PowerGuard DESIGN IMPROVEMENTS

Better protection from water:

15 PSI/1 hour Water-blocking water penetration vs. 5 psi @ 15 mins (industry)

*Cable will last longer*

Better strength mechanically during installation and service:

70 Mil Minimum Point Jackets on 1/0 AWG – 4/0 AWG vs. 45 mil

*Harder to Damage / Stronger Design*

Better warranty to investment period:

*20 year factory warranty*, and with terminations by TE/Raychem, cable and hardware systems together are warranted for 20 year service.

MV-Certified contractor required for Raychem.

*Longer Protection*

Certifications

- AEIC CS-8
- ICEA S-94-649 / T-31-610/ T-34-664
- UL1072 MV-90 and MV-105 Approved
- CSA Standard C68.5-07 File # 257759

Commercial Advantages (Concentric Neutral Type)

- **IN STOCK available** in sizes 1/0 to 1250
- Firm price structures eliminate volatility

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COLLECTION SYSTEM POWER CABLE SUPPLY
(STATISTICS THROUGH AUGUST, 2019)

✓ 60,216,578 FT DELIVERED THROUGHOUT:
   USA, CANADA, CARIBBEAN, MEXICO, AND SOUTH AMERICA

✓ 135 WIND PROJECTS
✓ 119 SOLAR PROJECTS
✓ 51 INDUSTRIAL/UTILITY PROJECTS
✓ 162 OWNERS

✓ 80% RE-ORDERING & EXSITING CLIENTS, 20% NEW CLIENTS
✓ 100% SUCCESS!!

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RENEWABLE ENERGY INDUSTRY’S BEST SOLUTION FOR MEDIUM VOLTAGE CABLE SUPPLY AND SERVICE THROUGHOUT A PROJECT’S ENTIRE LIFE CYCLE

- Project development / preliminary engineering
- Construction and late stage design changes, no problem
- Spare parts and O&M services through substantial inventories of $8M in CA and NJ
- Warrantied for longevity of proven materials and product expertise

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AEIC ~ UL ~ CSA Approvals
Permmit to Supply
All of North America
15-35kV Distribution Tree Wire or Spacer Cable ("CAMV")

Reduce right-of-way requirements

Most Covered Aerial Medium Voltage ("CAMV") Cable Systems are designed for 75°C with the HDPE design, but AWG’s CAMV cables use Track Resistant XLPE insulated cables, which can operate safely up to 90°C

5 year manufacturer warranty

Find Electrical Impedance Data online at www.buyawg.com

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A. The conductor shield shall be an extruded back semiconductor polymer meeting the physical requirements of ICEA S-61-402.
B. Inner Layer of Track-Resistant Cross-linked Polyethylene (XLPE) covering per ASTM D2656.
C. Outer Layer of Track-Resistant Cross-linked Polyethylene (XLPE) covering per ASTM D2656. The outer layer shall contain a carbon black additive, not less than 0.02% to provide the weather resistance, and track resistance.
D. Color is Black or Gray
E. Spacer, Brackets, and other CAMV Hardware available

Certifications
• ASTM B231 Standard Specification for Concentric-Lay-Stranded Aluminum 1350 Conductors
• ASTM D2656 Standard Specification for Cross-linked Polyethylene Insulation for Wire and Cable Rated 2001 to 35,000 V

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Elbows
Arresters
Terminations
Splices

Link Boxes, & other TE Hardware Items

AWG offers these products at the lowest market price available.

Because AWG inventories and distributes substantial quantities of MV hardware accessories, for new construction and O&M needs, the package of Cable and Hardware makes it easy and cost effective.

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To provide a lifecycle approach to Wind Power and Solar Power Generation facilities:

— **Development – Lower costs from the start**
  • Estimating cost of materials, product recommendations, value engineering analysis

— **Construction – Always achieve project schedules**
  • Supply of cables for WTG, collection system, substation and transmission line (and associated major electrical materials)

— **Operations & Maintenance – Reduce down time**
  • Support O&M with cut to length cables, and packaging of hardware
AWG’s experts assist your team with Power System Analysis –

*Easily answer the question: Is this project possible?*

- Improve your system design on Collection Systems, Interconnection Substation, and Transmission Line from our global expertise in power system analysis.

- Gain from our recommendations for system design, product selection, under your constraints of time, budget and human resources.

1.800.342.7215 | 954.455.3050
sales@buyawg.com
WWW.BUYAWG.COM
FIRM PRICING FROM CONSTRUCTION TO O&M

- AWG can provide a firm price through the contract period - no fluctuation in pricing due to metals volatility.

  For Owner Direct Purchase Contracts for construction of new projects AWG honors contract pricing for the Spare Parts/Operations and Maintenance

REEL RECYCLING

- AWG picks up empty wooden or steel reels at no cost, eliminating labor and time to break down reels, as well as refuse costs.

INVESTMENT RECOVERY

- At the end of your project, AWG will bid to buy back surplus cable or reels at the site, working with a variety of partners to facilitate this return of capital.

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**CASE STUDY:** Hurricane Sandy hits the northeast USA in 2012. Power lines are destroyed. AWG receives emergency calls starting Friday evening. AWG’s entire staff works through weekend to help system recovery. AWG delivers over $2 million of transmission and distribution from our stock over Friday, Saturday and Sunday, with the first 75% in under 24 hrs. Utilities in the Northeast praise AWG for Sandy recovery efforts for having supported the residents of NY, NJ, CT and MA to power restoration.

**WE WANT TO BE A VITAL PART OF THE RESTORATION EFFORTS.**

Our past experience working with utilities all around the country gives us the knowledge to help you get the job done.

**Rely on us to make things happen TODAY, not tomorrow.**
- View alliance and/or consignment inventory
- Check regular stock at other AWG warehouse(s) for emergency needs
- Review open orders
- Updated shipment tracking
- Download test reports, certifications, and other documents
- Review open invoices and partial payments made
- Aged Trial Balance
- Review completed orders and payment history - search by order number or by check number.
### Customer: 001010  AMERICAN WIRE GROUP

**Address:**
AMERICAN WIRE GROUP  
2875 NE 191st STREET SUITE 305  
MIAMI FL 33180

**Contact:**
Phone: 954-455-3050 Ext. TEL  
Fax: 954-455-9886

**Salesman:** Michael Dorfman

**Sales Rep:**

---

**Last Invoice:** 02/06/2015  
**Last Payment:** 02/20/2009

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**Trial Balances:**

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**Business Since:** 03/29/2000  
**Terms:** 1% 10 DAYS N30  
**Tax Codes:**
PERFORMANCE BOND
- Guarantees satisfactory completion of a project according to contract [by a service or trade hired to perform work].

SUPPLY BOND
- Similar to a performance bond for a service or trade, except that a supply bond guarantees your material supplier will be able to provide the materials need to fulfill the contract between the supplier and purchaser [i.e. on-time delivery, adherence to the particulars of the PO, and compliance with the specification]. This bond will reimburse the purchaser should the supplier not complete the terms of the contract.

WARRANTY BOND
- Guarantees replacement of product supplied, in case of any failure mode upon entering into service.

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sales@buyawg.com
WWW.BUYAWG.COM
INSURED BY: THE HARTFORD (A Rated)

BONDED BY: GREAT AMERICAN INSURANCE GROUP (AA Rated)

- Warranty Bond @ 1.95 percent
- Performance Bond @ 1.65 percent
- Supply Bond @ 1.25 percent

Availability $25 Million, provided by GREAT AMERICAN

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WHO WE ARE

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sales@buyawg.com
WWW.BUYAWG.COM
CEO
Bob Dorfman

President
Michael Dorfman

Executive Vice President
Norm Russell

COO
Josh Dorfman

CFO
Gerry Goodin

- Business Management
- Infrastructure / IT Development
- Accounting & Financial Statements
- Corporate Strategy

- Treasury / Finance
- Vendor Relationships
- Quality Management Program (ISO)
- USA Wind Energy
- Corporate Strategy

- Medium & Low Voltage Cable Engineering Manager
- Corporate Strategy
- Product Technical Evaluations and Quality Management
- Electric Utility Cable Applications Expert

- Solar & Wind Market Manager
- Infrastructure / IT Development / CRM Reporting
- Financial Management
- Corporate Strategy

- Finance
- Credit
- Corporate Strategy
Mr. Norman Russell, Executive Vice President has over 40 years experience in Utility Cable engineering, sales & management. Prior to AWG, he has worked at Okonite, Pirelli and CM Cable (now CME), in engineering, distribution management, strategic sourcing, manufacturing and business development. His areas of expertise include strategic planning, cable engineering, supply chain management, spend analysis, procurement, sales and marketing management, organizational and management analytics, quality management, product management/design, budget and financial management. Mr. Russell has in depth market knowledge of electrical utilities, wind/solar, primary metals industry, federal government, state and local government, industrial construction, mining and mass transit industries. Mr. Russell has been in executive management positions and dealt with international companies for 28 years.

Mrs. Maria Dlagnekova, Vice President Technical Support, brings to the company 35 years of engineering management experience in power generation, power systems design and grid integration. Prior to AWG, Maria was Director, Engineering with EDF Renewable Energy. She was managing a multi-discipline engineering team including civil, structural, electrical and SCADA/communications responsible for design and implementation of more than 4500 MW wind and solar projects. Maria has expertise in leading operation and maintenance and plant engineering of large industrial facilities in Europe and Africa as well as in procurement of equipment and materials. Maria earned her Master’s Degree in Electrical Engineering in Technical University – Sofia, Bulgaria and Social Management in University of National and World Economy – Sofia, Bulgaria.
Mr. Robert “Bob” Dorfman, CEO is an effective leader qualified with over 40 years experience in the electrical industry. Mr. Dorfman's record of success in both product management and ecommerce business development has helped AWG's and their customers and vendors improve profitability and innovative technology solutions. His domestic and international long term partnering, including customers, vendors and staff, continue to contribute to his strategic long-term success. Prior to American Wire Group, Mr. Dorfman was the president of King Wire, Inc. in Chicago and president of King Wire and Cable in New York.

Mr. Michael Dorfman, President joined the team in 2003. Mr. Dorfman specializes in sales and marketing to AWG’s utility customers and manages vendor alliance programs. He continues to successfully expand marketing efforts to existing customers and implements programs to grow business through multiple business development channels. Michael graduated from Northeastern University in Boston, Mass. with a Bachelor of Science in business administration with concentrations in marketing and finance.

Mr. Joshua Dorfman, Chief Operating Officer, joined the team in 2007. Mr. Dorfman works directly with clients, and helps to manage the company's strategic efforts in the renewable energy and transmission industries. His areas of expertise include Renewable Power Generation, business development, sales and marketing management, corporate risk analysis and Lean Six-Sigma quality management. Mr. Dorfman holds a Bachelor of Business Administration in Finance and International Marketing from the George Washington University and an MBA from Loyola University Chicago’s Quinlan School of Business.

Mr. Gerry Goodin, CPA, Chief Financial Officer, has more than 40 years’ experience in a wide range of leadership, management and advisory positions. In his role as CFO, Mr. Goodin provides the company with finance and treasury leadership, timely and accurate financial reporting, ongoing cash flow projections, accounting and finance operations oversight, cultivation of key financial and vendor partnerships, as well as design and maintenance of the company’s financial reporting structures. In addition to his finance, treasury and accounting functions, Mr. Goodin offers broad management, internal control and strategic advice to the company leadership. His success as a business advisor is built on a foundation of considerable leadership experience as the founder of and advisor to a number of retail and wholesale organizations in a broad range of product and service industries. Mr. Goodin holds a Bachelor of Commerce Degree in Finance from Concordia University and is a member of the Chartered Professional Accountants of Canada.
Ms. Alla Gerenshteyn, VP Caribbean Sales, has been a member of the AWG team for over 16 years. Ms. Gerenshteyn graduated from Nova Southeastern University with a BS in Accounting and a Masters in Taxation. Over the years she effectively implemented a process for inside sales support, which complements the outside sales group by efficiently supporting purchasing agents who contact AWG directly to request a quote for a spot buy or an immediate order. She is an expert on every aspect of the ISO certification. Ms. Gerenshteyn successfully initiated and maintained a Quality Assurance Program for AWG and later helped AWG transition to new ISO standards 9001:2015. Most recently, she launched a new division specializing in electrical materials other than wire and cable, transforming AWG from a niche company into a complete energy solution for its customers. Commencing with the devastating storms in the Caribbean, Ms. Gerenshteyn has now turned her focus to providing product and support to the pressing needs of the Caribbean market, swiftly moving an extraordinary amount of electrical material from factories and warehouses to where it is needed the most.

Gilbert Guerrero, V.P. of Regional Sales is responsible for sales and marketing of all AWG wire and cable products to the US Utility market. Mr. Guerrero brings 40 years of experience in the Electrical Manufacturing and Distribution business to AWG. He previously worked for Shawcor Connection Systems Group as Western Regional Sales Manager for Shawflex and DSG Canusa products responsible for sales into Distribution, Utility and OEM accounts. Prior to his employment with Shawcor, Mr. Guerrero worked with the Nexans Cross Sales Group. His responsibilities included support and representation of Nexans’ Global manufacturing facilities in the U.S. Oil & Gas markets. He also worked for the Nexans High Voltage Group where he supported the underground high voltage market in the Mid and Southwest Regions.
Mr. William Brewer, Director of Renewables, joined the team in 2014. Mr. Brewers’ experience within the Electrical Industry spans 20 years in Sales, Sales & Project management, Collection Systems & Substation Material Estimation with a focus on Contractor and Industrial Sales, Renewable Energy and the Oil and Gas Industry. Mr. Brewer has traveled throughout North America working with Utilities, Municipalities, Co-Ops, Developers and Contractors ensuring prompt product delivery and customer satisfaction. He has attended and exhibited at numerous Electrical Trade Shows including IEEE, REPC, NECA, Power Gen, AWEA, CANWEA, DistribuTech, Coal Gen, PCIC, NWPPA, and the Alaska Utility Conference.

Mr. Michael Blaha, Director of Utility Sales, is responsible for sales and marketing of all AWG wire and cable products to the Electrical Utilities in North America and to expand sales in the high-voltage underground cable and subsea power cable markets. He has 27 years of industry experience. Mr. Blaha formerly worked for Nexans High Voltage USA, Inc., as its Northeast and Mid-Atlantic Regional Sales Manager for high voltage land cables and managed the subsea cable sales and installation in North America. He was previously in charge of the high-voltage and specialty cable group at Marmon Utility – Kerite, as its Global Sales Manager. He earlier served in multiple sales management roles at FCI-Burndy, now a Hubbell Company, and holds a degree in Earth Science and Mathematics from Southern Connecticut State University.

Mr. Diego Ocampo, Sales Director, Puerto Rico and the Caribbean, joined the team in 2017, to support the restoration of power in the US Virgin islands and Puerto Rico working closely with PREPA and the USACE, focus on growing and developing the Caribbean market. Mr. Ocampo has more than 25 years of experience as an accomplished sales executive in all phases of Marketing, Electrical Product Manager, Distribution and Management, and is experienced in multichannel product distribution. Mr. Ocampo has previously worked for Anixter and Centelsa, concentrating on the electrical sector in the Caribbean and Latin America (Utilities, General Contractors, Gas & Oil, EPC’s, Master electrical distributors, OEM) for all types of projects, including all regarding to T&D as well Renewable energy projects.
Mr. Dan Larsen, President of DanCable Aps, located in Denmark, has 30 years experience within Sales Management, Engineering and Product Management, with positions as Vice President for Wind in Draka with a global Sales responsibility and as Global Sales Director for Renewables within Prysmian Group. His area of expertise is finding cost effective solutions for the customers via his global network and understanding of the applications within Wind and Solar. Mr. Larsen has in depth knowledge of the Market in Europe for Construction – Utilities – Industrial – Offshore- Marine. Via the Executive positions in Draka and Prysmian Mr. Larsen has dealt with Global Companies for 10 years.

Mr. Leonard Lapointe, President/CEO of Amecan Agency, located in Canada, has 40 years of experience and active participation in all phases of the electrical Industry. He has held executive and management positions for sales and marketing involving manufacturing (Pirelli & K&L Cable), distribution (V.P. Anixter Canada) and consulting firms, servicing all types of industries across North America and Europe. He obtained a Bachelor’s degree in Marketing from Montreal University and a Bachelor’s in International trading from McGill University.
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Dial toll free (US & Canada) 1.800.342.7215
Phone: 1.954.455.3050 | Fax: 1.954.455.9886

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Michael Dorfman, General Manager, mdorfman@buyawg.com
Gerry Goodin, CFO, ggoodin@buyawg.com

Charleston, SC
Norman Russell, Executive Vice President, nrussell@buyawg.com

Chicago, IL
Joshua Dorfman, Chief Operating Officer, jdorfman@buyawg.com

San Diego, CA
Maria Dlagnekova, Vice President Technical Support, mariad@buyawg.com

Pineville, LA
Bill Brewer, Director of Renewables, bbrewer@buyawg.com

Guilford, CT
Michael Blaha, Director Utility Sales, mblaha@buyawg.com

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Puerto Rico and The Caribbean
Alla Gerenshteyn, VP Sales, Caribbean, allag@buyawg.com
Contact us by email, phone, or website for more information about cables currently in stock, or to request a quotation.

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