



**Ideal Industries and Partners**  
To whom it may concern

Send to:  
IDEAL INDUSTRIES, INC.  
9145 Balboa Avenue  
San Diego, CA 92123

Buizingen, 4.11.2001

Martin Roßbach  
Tel.: 0032 / 2 / 363-3800  
GSM: 0049 / 170 / 23 23 864  
Fax: 0032/ 2 /365 09 99  
E-Mail: Martin.Rossbach@nexans.com

Dear Sirs,

As the leading supplier for high frequency copper cabling systems, Nexans welcomes the announcement of IDEAL Industries to provide test equipment above 600 MHz.

Nexans and Ideal have started cooperation for leading edge Category 7 channel test adapters and Nexans fully supports Ideal in the development of a Channel Adapter based on the backwards-compatible Interface IEC 60603-7-7.

Both companies are committed to launching a fully compliant Category 7 test adapter to coincide with the commercial availability of the GG45 connector during 2002.

Sincerely,

Martin Roßbach  
Business Manager Enhanced Connectivity