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IN THE UNITED STATES DISTRICT COURT  
FOR THE EASTERN DISTRICT OF TEXAS  
TEXARKANA DIVISION

MAXELL, LTD. )  
 ) DOCKET NO. 5:16cv179  
-vs- )  
 ) Texarkana, Texas  
 ) 1:39 p.m.  
ZTE USA, INC. ) June 18, 2018

TRANSCRIPT OF VOIR DIRE OF THE JURY PANEL (CONTINUED)  
AFTERNOON SESSION  
BEFORE THE HONORABLE ROBERT W. SCHROEDER III,  
UNITED STATES DISTRICT JUDGE,

A P P E A R A N C E S

FOR THE PLAINTIFF:

MR. JAMIE B. BEABER  
MAYER BROWN LLP  
1999 K Street, NW  
Washington, DC 20006

MR. GEOFFREY P. CULBERTSON  
PATTON TIDWELL & CULBERTSON, LLP  
2800 Texas Blvd.  
Texarkana, TX 75503

COURT REPORTER: MS. CHRISTINA L. BICKHAM, RMR, CRR  
FEDERAL OFFICIAL COURT REPORTER  
300 Willow, Ste. 221  
Beaumont, TX 77701

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1 FOR THE PLAINTIFF:

2

MR. ALAN GRIMALDI  
3 MR. KFIR B. LEVY  
MR. JAMES A. FUSSELL III  
4 MR. BRYAN C. NESE  
MR. WILLIAM J. BARROW  
5 MS. TIFFANY MILLER  
MR. BALDINE B. PAUL  
6 MR. SAQIB J. SIDDIQUI  
MR. CLARK S. BAKEWELL  
7 MAYER BROWN LLP  
1999 K. Street, NW  
8 Washington, DC 20006

9

10

11 FOR THE DEFENDANT:

12

MR. ERIC H. FINDLAY  
13 FINDLAY CRAFT PC  
102 N. College Ave., Ste. 900  
14 Tyler, Texas 75702

15

MS. CALLIE A. BJURSTROM  
16 MR. HOWARD N. WISNIA  
MS. NICOLE S. CUNNINGHAM  
17 MR. SARA J. O'CONNELL  
PILLSBURY WINTHROP SHAW PITTMAN LLP  
18 501 W. Broadway, Ste. 1100  
San Diego, CA 92101-3575

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20

21

22

23

24

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1 P R O C E E D I N G S

2 (Jury panel in.)

3 THE COURT: Mr. Findlay, you may voir dire the  
4 jury.

5 MR. FINDLAY: Thank you, Your Honor.

6 May it please the Court, counsel.

7 Ladies and gentlemen of the jury, welcome back.

8 Did you have a good lunch?

9 Thank you for coming back. Thank you for your  
10 attention.

11 THE COURT: Mr. Findlay, hold on for a mic just a  
12 moment -- oh, you have a mic. You just have it off.

13 MR. FINDLAY: I do. I didn't turn it on. Is that  
14 better?

15 THE COURT: Yes. Thanks.

16 MR. FINDLAY: Welcome back. Thank you.

17 We greatly appreciate your time; and on behalf of  
18 ZTE, I want to say thank you.

19 My name is Eric Findlay. I introduced myself a  
20 little bit earlier, and I'll tell you a little bit more about  
21 myself a little more later on. I'm proud to represent  
22 ZTE USA, ladies and gentlemen, and I'm proud to represent  
23 Mr. Waiman Lam, corporate representative for ZTE, who is  
24 going to be here all throughout this trial. He's a  
25 vice-president for ZTE, works over in Richardson, lives in

1 Plano, Texas.

2 I want to tell you a little bit about him since you  
3 shared with us a little bit about yourselves. He's been with  
4 ZTE for about 10 years now. He and his wife have two kids.  
5 I think it's an 11-year-old boy and a 9-year-old girl.

6 He's one of these people that my wife wishes I  
7 would have been when my kids are littler. He's a -- kind of  
8 homeroom dad, volunteers at the school, teaches tennis,  
9 coaches tennis.

10 And as my kids would say, Mr. Lam is wicked smart.  
11 He's got a bachelor's degree in mechanical engineering and a  
12 master's degree in computer information science, which I'm  
13 not even sure I know what that is.

14 But he will be here throughout the course of this  
15 trial because, as Maxell's lawyers pointed out, this case is  
16 important to them. It is just every bit as important to  
17 ZTE USA, ladies and gentlemen, and Mr. Lam.

18 I'll tell you a little bit about ZTE. I think one  
19 of you has had a ZTE phone. Some of you may have heard about  
20 the company. ZTE is kind of -- I think of them as kind of a  
21 phone company -- a mobile phone company for the rest of us,  
22 if you will. They're not Apple, and they're not Samsung.  
23 Apple and Samsung, great products. I have some of them. But  
24 they're kind of the high-end products. You've got to save up  
25 a little bit to get those.

1           They're -- I think of it as like they're the  
2           Cadillacs of the mobile phones. ZTE is more like a good  
3           solid Chevrolet. You can go down to Walmart, as we did  
4           yesterday, and buy a ZTE phone like this, \$30.

5           Mr. Glover, it's a flip phone. So, if you need a  
6           new one, we can get one for you.

7           Some of their phones, \$30, \$40 for a cool-looking  
8           little smartphone. Some of them may range up into 80, \$100.  
9           That's usually about it. The vast majority of their phones  
10          are under a couple hundred dollars really. And that's  
11          unlocked. You can just go down to the store and buy them.

12          Most importantly, ladies and gentlemen, ZTE USA  
13          does not infringe any of the patents that Maxell has been  
14          talking to you about, none of them.

15          I want to use one of the slides that you saw  
16          Mr. Culbertson, my good friend, use in his voir dire. We  
17          don't infringe any of those patents, ladies and gentlemen,  
18          because we don't use the technology.

19          As you'll hear throughout the course of this trial,  
20          these patents, in the life of a patent, they're old patents.  
21          They're going to expire, most of them, I think, in 2019 and  
22          the rest in 2020.

23          And you remember this slide. It's our position in  
24          this case -- I just want to be clear, because Mr. Culbertson  
25          talked about it for quite some time -- that what has happened

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