



Potters Industries, LLC
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April 22, 2019

Mr. Harris VanBuskirk
Mississippi Department of Transportation
401 North West Street
Jackson, MS 39201

Re: Visilok®- State of Mississippi Sole Source

Dear Mr. VanBuskirk,

Visilok® is a unique, patent pending system developed by Potters Industries, LLC, a Delaware limited liability company, to improve the dry time of waterborne paint so that drop-on glass beads are no longer knocked out by traffic.

Visilok® is unique in the fact that there are no other products presently available which will significantly reduce the dry time of Hi-Build paint. Visilok® allows paint to dry faster, reduces tracking time, allows for increased paint thickness, and thus increases the lifecycle of the painted lines.

The Visilok® system is only available from Potters Industries. There are no other systems or products that provide anything similar to the Visilok® benefits, and it is exclusive to Potters Industries.

Potters is pleased to continue the current price for shipments of More than 44,000 lbs. at \$2.30/lb. and Up to 44,000 lbs. at \$2.45/lb., effective July 1, 2019 through June 30, 2020. Should you have any questions, please do not hesitate to contact the undersigned.

Sincerely,


Arie DenDulk
NA Highway Product Manager
Potters Industries, LLC