



Potters Industries, LLC  
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December 14, 2016

Mr. James Purvis  
Mississippi Department of Transportation  
401 North West Street  
Jackson, MS 39201

**Re: Visilok®- State of Mississippi Sole Source**

Dear Mr. Purvis,

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. through June 30, 2018. Should you have any questions, please do not hesitate to contact the undersigned.

■ Sincerely,



Arie DenDulk  
Customer Service Manager  
Potters Industries, LLC