



PO Box 841  
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[www.pottersindustries.com](http://www.pottersindustries.com)

August 26, 2021

Dear Valued Customer:

Last week, Potters gave notification of Force Majeure affecting EHP® and Visibead® Safety Marking Spheres products due to curtailed oxygen supplies for our Paris, Texas plant as a result of our oxygen supplier redirecting supply to treat hospital patients with COVID-19 across the South.

At that time, our allotment was enough for Potters to conduct limited operations to manufacture virgin glass. As of 12:01am today, August 25<sup>th</sup>, our oxygen allotment has been further reduced to **zero percent**. With this further reduction, Potters is no longer able to produce virgin glass for use in Visibead® and EHP® products. There is a limited amount of inventory that will continue to be shipped to fulfill as many existing orders as possible, until exhausted. At that point, there is no timeline as to when more will be available.

Recycled glass products remain unaffected by the oxygen curtailment. You may wish to consider use of 100% recycled glass bead products, like M247 Type 1 and Type 2, as a temporary stopgap in place of EHP or Visibead® Safe products until oxygen supply returns and virgin glass production can resume. It is important to note that the performance of these recycled glass products will be lower than what you are accustomed to with Visibead® and EHP® glass beads, but we understand that your priority is to continue roadway striping operations, thereby still improving the safety of the roadgoing public by having more road miles with fresh markings.

The situation remains fluid and we remain hopeful that virgin glass production can resume again in the coming months. Exactly when that will be is still unknown at this point, but we are exercising every option at our disposal to expedite a return to normal operations.

Potters appreciates your understanding and flexibility as business partners through this unprecedented challenge. Your sales representative will be in contact to discuss further details and work with you to facilitate your continued operations.

Thank you,

A handwritten signature in black ink, appearing to read "Kevin Goforth", written in a cursive style.

Kevin Goforth  
Vice President, N.A. Highway Safety