



## Sole Source Provider Letter

### NEX® Mounting Products

December 20, 2019

To Our Customers:

This letter is to inform you that NEX® is a sole source product manufactured, sold, and distributed exclusively by Zilla Corporation (Zilla) in the form of tubing, signposts, mailbox posts, brackets, and accessories. NEX® products must be purchased directly from Zilla as there are no other agents or dealers authorized to make or represent this product.

Additionally, Zilla owns trade dress marks embodying intellectual property for the NEX® shape that include a unique tactile feel and visual aesthetic that distinguishes it from any other generic geometric shape. These marks give Zilla the exclusive right to manufacture, sell, and distribute NEX® products — precluding competition from producing or representing NEX® products or likeness in any way.

It is our understanding that there are no other like item(s) or product(s) available for purchase that would serve the same purpose or function as NEX®. As a result, there is one price for NEX® products which can only be provided by Zilla.

Thank you for your interest in our products. If you have any questions, feel free to contact me at (720) 880-6700.

Sincerely,

A handwritten signature in blue ink that reads "Lori Beedon". The signature is written in a cursive, flowing style.

Lori Beedon  
President