



Dear Sirs:

We are pleased to know of your interest in Visions East and our technology for automating marine coatings application. We would like to follow up with you and your team on a conference call to understand your interests and requirements further. Please contact us so we can schedule a convenient time for you. To be well prepared for such a call, we could use a little more information from you.

Each customer has different requirements - different types of vessels, sizes, process steps, facilities, etc. This is what will drive the configuration and price of these systems. If you can define the facilities environment, the target vessels (maximum outside line dimensions), the desire you have in using technology and for which process steps, that will help us in defining a preliminary system configuration and in determining a fairly good estimate on a construction price.

If after our initial discussions, you are interested in continuing further, we could agree on a low cost, non-binding engineering study where we would request digital files from your designers along with exact facilities dimensions. We would then have our engineers import that data into our software environment to create a true kinematic simulation illustrating the accurate robotic motion and process functionality in a design that accommodates any reach issues. At this point we could make a proposal to you that would include engineering design, integration, factory testing, shipment, installation at your site, calibration, training of your staff and assistance on first production efforts - a true "turn-key" solution for automating the marine coatings process or other designated manufacturing processes.

For illustration, the following represents a timeline for delivery that, depending upon the complexity of the project, will occur over approximately a 9 to 14 month period:

- Initial customer contact
- Qualify information and needs in a conference call
- Rough order of magnitude configuration and budgetary price
- Non-binding engineering study to create a true simulation
- Quote for a delivery project
- Quote accepted
- Preliminary Design Review
- Critical Design Review
- Final Design Review
- System Integration and Testing
- Factory Acceptance Test
- Shipment, Installation, Calibration
- Site Acceptance Test and System Handover
- Site Training
- Continuing business relationship

Please forward any information in these regards to us and we can begin our discussions. If we hear back from you soon, we may be able to schedule a call within the week. We are located in Florida (GMT-5) but are willing to schedule when it is most convenient for you. Thanks again for your interest!