

## FAQs for Suppliers

### **1. What did Vitro America announce?**

Vitro America today announced that it and Super Sky and two related U.S. subsidiaries of its Mexican parent company, Vitro, S.A.B. de C.V., have entered into an agreement to sell substantially all of their assets to an affiliate of Grey Mountain Partners, LLC, a private equity firm based in Boulder, CO.

In order to implement the sale, Vitro America, Super Sky, and the two other subsidiaries have filed a motion asking the U.S. Bankruptcy Court for the Northern District of Texas to enter orders for relief for the four subsidiaries under Chapter 11 of the U.S. Bankruptcy Code. Our plan is to emerge from this process with a new owner within 60 to 90 days.

### **2. Will you honor your commitments to suppliers?**

We intend to continue to purchase goods and services and pay for all purchases of post-petition goods and services as they come due.

### **3. How are you handling outstanding invoices?**

All invoices for goods and services provided after April 6, 2011 will be paid under normal terms in the ordinary course of business. Invoices for goods and services provided before April 6, 2011 will be subject to resolution in accordance with the Chapter 11 process, with those dating from between November 17, 2010 and April 6, 2011 – i.e. the “gap period” between the filing of the involuntary petitions and the court’s decision – being entitled to priority status ahead of general unsecured claims under the Bankruptcy Code.

### **4. I want to be paid now for past invoices or I will stop shipping.**

Under the Bankruptcy Code, we are unable to pay claims arising for goods and services provided before April 6, 2011 without specific authorization from the Bankruptcy Court.

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### **5. I want to be paid COD for future shipments. Can you do that?**

We intend to pay supplier invoices under normal terms in the ordinary course. We are not making special arrangements for any suppliers. We believe it is in the best interests of our suppliers to maintain business as usual with us.

### **6. Do you have sufficient cash flow and liquidity to continue to operate?**

We have filed a motion with the court seeking authorization to obtain \$30 million in debtor-in-possession (“DIP”) financing from Bank of America, as well as an additional \$7.5 million from Vitro SAB. We intend to use this financing, along with our current cash availability, to

fulfill our post-petition obligations to trade vendors, customers and employees as they come due during the sale process.

**7. Why are you selling the company?**

Based on the expectation of continued litigation related to the Vitro SAB bonds, we determined that a sale of substantially all of the assets of Vitro America and Super Sky at this time is in the best interest of these businesses and their stakeholders. Despite efforts over the last five months to mediate or have the involuntary Chapter 11 cases dismissed, it became apparent that Vitro America and Super Sky would need to be separated from any litigation related to the legal dispute between Vitro SAB and the dissenting bondholders so that we could continue to operate in the ordinary course.

**8. How long will this process take?**

Our goal is to conclude the sale within 60 to 90 days.

**9. Will Vitro America and Super Sky continue to stay open throughout this process?**

Yes, we are open and taking appropriate measures to help ensure that we will continue to operate as usual.

**10. Will any of your operations or policies change under new ownership?**

We are not going to speculate about any changes under new ownership until the sale process is completed.

**11. Where can I find additional information about this?**

Information about this announcement is posted on our corporate web site:

[www.vitroamericacorporate.com](http://www.vitroamericacorporate.com).