



UTEX INDUSTRIES, INC.

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TO: MARK
FROM: BILL SANTA MARIA

MAY 13 REC'D

TO OUR CUSTOMERS:

We find it necessary to increase prices on most Utex Compression Packings. Enclosed is the new Compression Packing Price List. These prices will become effective June 15, 1991, and will apply to all Compression Packing Products shipped on or after June 15, 1991. Please note that the reverse side of this price list contains important information about stock materials and standard packaging.

Also enclosed is a new Terms and Conditions Sheet. The Terms and Conditions Sheet has been changed to reflect the new Minimum Line Order of \$25.00 net and the new Minimum Order amount of \$100.00 net material. The new Minimum Line and Minimum Order amounts apply to all Utex products.

Utex appreciates your business and we look forward to a continuing good relationship.

UTEX INDUSTRIES, INC.

PLAINTIFF'S EXHIBIT

UTX-114

MARLO 004575

COMPRESSION PACKINGS

ITEM STYLE	DESCRIPTION	LIST PRICE PER POUND					
		1/8"	3/16"	1/4"	5/16"	3/8"	5/8"
200	Flax, Tallow Wax, Square Braid	25.54	14.31	12.31	9.42	9.22	8.39
201	Flax, PTFE, Square Braid			14.86	12.82	12.61	11.38
204	Flax, Tallow Wax, Surface Graphite, Square Braid		13.55	13.34	10.14	9.30	9.02
205	Flax, PTFE & Synthetic Lube, w/Dry PTFE Surface Lube Sq Braid			27.17	27.47	27.26	13.58
206	Synthetic Yarn, PTFE & Graphite Lube, TexLok Interbraid			40.54	38.70	32.86	32.06
207	GFO® TexLok Interbraid, w/PTFE Tracer	52.31	62.31	60.07	55.10	52.83	52.83
210	GFO® TexLok Interbraid	72.03	64.91	60.08	55.01	52.83	52.83
212	Aramid Fiber, TexLok Interbraid	49.51	48.28	47.30	47.14	46.91	46.54
213	Aramid, PTFE Lube, TexLok Interbraid	53.99	51.98	50.97	48.97	44.79	44.41
214	Aramid, GFO® Center, TexLok Interbraid	58.50	59.50	57.51	54.03	52.92	52.92
215	Aramid, Alternating PTFE Yarn, TexLok Interbraid	62.76	62.76	62.01	60.77	59.00	52.32
216	Aramid, Alternating GFO®, TexLok Interbraid	59.49	59.49	58.48	56.74	52.41	52.41
217	Aramid Corners, PTFE Yarn, TexLok Interbraid			59.72	55.75	54.70	54.70
221	Spun Aramid, PTFE Impregnated, TexLok Interbraid		35.85	33.94	31.85	29.64	27.58
222	Spun Aramid, Oil, PTFE, Wax, TexLok Interbraid		33.60	32.68	29.45	29.17	25.08
223	Spun Aramid, PTFE, Moly., TexLok Interbraid		36.76	35.80	32.30	31.98	31.52
225	Spun Aramid, PTFE, Vac Grease, Graphite, TexLok Interbraid		30.13	29.80	27.18	26.85	26.65
226	Spun Carbon, Graphite Lube, TexLok Interbraid		101.65	98.25	97.94	97.45	97.28
227	Spun Carbon, Inconel WI, Graphite on Request, TexLok Interbraid		136.58	136.17	133.70	131.42	130.85
228	Spun Carbon, PTFE Coated, TexLok Interbraid		92.56	90.56	90.24	88.92	88.59
229	Spun Carbon, Graphite, TexLok Interbraid		150.17	142.15	134.23	130.22	120.03
230	Graphite Filament, PTFE, TexLok Interbraid	173.98	140.71	139.96	138.35	137.89	137.22
231	PTFE Suspensoid, Light Break-in Oil, TexLok Interbraid	51.90	47.84	50.87	50.74	46.50	45.61
232	PTFE Suspensoid, TexLok Interbraid	53.85	49.64	48.71	48.59	48.11	47.41
233	Synthetic Yarn, Graphite, Lube, Square Braid	25.93	18.45	17.81	15.55	14.88	13.54
234	Synthetic Yarn, PTFE, Lube, Square Braid	23.95	23.18	22.46	20.29	18.12	17.89
235	Synthetic Yarn, PTFE, Square Braid	25.57	23.79	22.76	19.95	19.32	19.08
236	Synthetic Yarn, Lube, Graphite, TexLok Interbraid			20.04	18.55	16.88	16.74
237	Synthetic Yarn, Lube, PTFE, TexLok Interbraid			21.30	19.45	19.19	19.08
238	Synthetic Yarn, PTFE, TexLok Interbraid			22.25	22.02	20.08	19.95
239	Multi-Core, GFO®, Nitrile Cord, Composite Braid					82.38	80.98
240	Multi-Core, Aramid, Silicone Cord, Composite Braid					57.39	56.14
241	Aramid Corners, Synthetic Yarn, TexLok Interbraid			57.93	53.92	52.97	52.87
242	Multi-Core, GFO® Fibers, Atlas® Cord, Composite Braid					89.70	84.35
243	Graphite Impregnated PTFE, TexLok Interbraid		53.98	48.91	47.53	42.99	41.70
244	Graphite Impregnated PTFE, TexLok Interbraid	94.19	94.19	83.32	83.32	77.28	71.38
245	Graphite/PTFE, w/GFO® Sides, TexLok Interbraid			54.34	50.72	48.92	45.06
246	White Aramid, High-Temp Lube, TexLok Interbraid		68.20	61.32	60.15	56.18	54.40
247	Novoloid Fibers, PTFE Lube, TexLok Interbraid			59.15	56.80	54.65	52.90
248	Carbon Fibers, PTFE Lube, TexLok Interbraid			98.24	97.60	91.05	86.58
251	Special Fiber, PTFE Impregnated, Special Lube, TexLok Interbraid		85.00	76.00	74.00	68.00	65.00
252	PTFE, Oxygen Service, TexLok Interbraid		80.88	58.15	56.28	55.96	54.75
277	Multi-Core, Synthetic Yarn, Nitrile Cord, Composite Braid					46.00	44.00
278	Multi-Core, FDA PTFE, FDA Silicone Cord, Composite Braid					116.20	98.70
279	Novoloid Fibers, PTFE & Graphite Lube, TexLok Interbraid			55.36	51.70	48.91	46.75
282	Carbon Fiberglass			15.03	15.03	15.03	15.03
283	Twisted Glass Yarn, Lube & Graphite	22.21	19.71	18.97	18.97	18.59	18.59
284	Twisted Glass Wick			11.13			
285	Twisted Glass Rope						13.95
286	Lead Foil w/Rubber Core				10.80	10.80	8.74
287	Lead Foil Twisted & Crimped				9.04	9.04	7.30
288	Lead Foil Glass Core				11.78	11.78	9.89
289	Lead Foil Twisted & Crimped, w/Glass Core				38.40	33.11	25.05
290	Lead Foil Twisted & Crimped				38.40	33.11	25.05
291	Plastic Packing, General Service, Bulk				18.97/lb.		
681	Plastic Packing, High-Temp	31.99	31.99	17.59	17.59	13.28	13.28
683	Synthetic Core, Inconel WI Carbon/Synthetic Jacket, Graphite Lube	116.34	98.70	38.33	38.33	23.84	23.84
684	Synthetic Core, Inconel WI Carbon Jacket, Graphite Lube	121.59	103.95	43.58	43.58	27.41	27.41
685	Spun Carbon Core, Inconel WI Carbon Jacket, Graphite Lube	225.00	225.00	161.00	161.00	137.00	120.00

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STOCK MATERIALS									
STYLE	1/8"	3/16"	1/4"	5/16"	3/8"	7/16"	1/2"	5/8"	3/4"
200	*	*	*	*	*	*	*	*	*
201	*	*	*	*	*	*	*	*	*
209	*	*	*	*	*	*	*	*	*
210	*	*	*	*	*	*	*	*	*
212	*	*	*	*	*	*	*	*	*
213	*	*	*	*	*	*	*	*	*
214	*	*	*	*	*	*	*	*	*
220	*	*	*	*	*	*	*	*	*
225	*	*	*	*	*	*	*	*	*
226	*	*	*	*	*	*	*	*	*
228	*	*	*	*	*	*	*	*	*
229	*	*	*	*	*	*	*	*	*
230	*	*	*	*	*	*	*	*	*
231	*	*	*	*	*	*	*	*	*
232	*	*	*	*	*	*	*	*	*
233	*	*	*	*	*	*	*	*	*
234	*	*	*	*	*	*	*	*	*
235	*	*	*	*	*	*	*	*	*
236	*	*	*	*	*	*	*	*	*
237	*	*	*	*	*	*	*	*	*
238	*	*	*	*	*	*	*	*	*
240	*	*	*	*	*	*	*	*	*
241	*	*	*	*	*	*	*	*	*
243	*	*	*	*	*	*	*	*	*
244	*	*	*	*	*	*	*	*	*
245	*	*	*	*	*	*	*	*	*
246	*	*	*	*	*	*	*	*	*
683	*	*	*	*	*	*	*	*	*
684	*	*	*	*	*	*	*	*	*

AVAILABLE PACKAGING

	1#	2#	5#	10#	30#
1/8" & 3/16"	2	3	4	5	6
1/4"	1	2	3	4	5
5/16"	*	2	3	3	4
3/8"	*	1	2	2	3
7/16"	*	*	1	2	3
1/2"	*	*	1	1	2

50 lb. & 100 lb. reels available on request

* Indicates "Not Available." Consult Urex if
1800-120

Most styles are available in 1/8" & 3/16" cross section and furnished square braided. 1/4" cross section & larger will be furnished Textlok Interbraid unless otherwise specified.

The styles and cross sections indicated in the chart above are considered stock materials. Packings not shown on the chart while available may not be in stock and may be subject to minimum order quantities.

The Available Packaging Chart indicates the standard available packaging and the number of pieces per spool or reel. Special orders cut to specified lengths or orders requiring one piece per spool or reel will result in a 10% surcharge on the price per pound for each style.

Consult Urex for specifics.

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